

Real SAP C-C4H47-2503 Exam Questions [2026] - Secret To Pass Exam In First Attempt



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SAP C-C4H47-2503 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">SAP Sales Cloud Version 2 in App and Side-by-Side Extensibility: This section of the exam measures the skills of a Technical Consultant and explores how to customize and extend SAP Sales Cloud Version 2. It includes both in-app extensibility and side-by-side development options for enhancing functionality while maintaining system stability.
Topic 2	<ul style="list-style-type: none">Scenario: Best Run Bikes: This section of the exam measures the skills of a Solution Architect and includes scenario-based questions from several key topics such as digital selling, guided selling, extensibility, master data, and system settings. It simulates real-world challenges to test a deep understanding of how the solution is applied in practice.
Topic 3	<ul style="list-style-type: none">Leads and Opportunity Management: This section of the exam measures the skills of a Sales Executive and evaluates knowledge of working with leads and opportunities. It also includes using the pipeline and forecast tracker to monitor and manage sales performance throughout the sales cycle.
Topic 4	<ul style="list-style-type: none">Set-up of Sales-Specific Capabilities: This section of the exam measures the skills of a Sales Operations Specialist and covers configuring essential sales features such as leads, opportunities, pipeline management, forecasting, activities, and integration with tools like Microsoft Teams and email. It focuses on tailoring sales processes for productivity and visibility.
Topic 5	<ul style="list-style-type: none">Machine Learning and Gen AI: This section of the exam measures the skills of an Innovation Consultant and explores how SAP Sales Cloud Version 2 utilizes machine learning and generative AI. These technologies are used to automate tasks, gain insights, and enhance the intelligence of sales processes.
Topic 6	<ul style="list-style-type: none">Introduction to SAP Sales Cloud Version 2: This section of the exam measures the skills of a CRM Consultant and covers a high-level overview of SAP Sales Cloud Version 2. It includes an introduction to its main capabilities, supported business scenarios, and integration options. Understanding the platform's purpose and role in customer relationship management is key here.

Topic 7	<ul style="list-style-type: none"> Playbook, Digital Selling Workspace, and Guided Selling: This section of the exam measures the skills of a Digital Sales Manager and focuses on features that support structured selling. It includes working with the Playbook, using the Digital Selling Workspace, and applying Guided Selling techniques to drive better customer engagement and sales outcomes.
Topic 8	<ul style="list-style-type: none"> Master Data: This section of the exam measures the skills of a Data Steward and focuses on maintaining critical customer and product-related master data. It includes managing accounts, individual customers, contacts, products, registered products, and pricing elements within SAP Sales Cloud.
Topic 9	<ul style="list-style-type: none"> Activities Management: This section of the exam measures the skills of a Sales Support Specialist and focuses on managing tasks and calls. It includes features such as call lists and task management to help users stay on top of daily sales activities and follow-ups.

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q57-Q62):

NEW QUESTION # 57

How can you prevent security risks while monitoring inactive users in SAP Sales Cloud Version 2?

- A. By adapting the auto log-off time
- B. By scheduling the dedicated auto sign out background job**
- C. By activating the auto log-off function
- D. By assigning security policies to end users

Answer: B

NEW QUESTION # 58

Which is a valid assignment of pricing components in SAP Sales Cloud Version 2?

- A. A condition table is assigned to a pricing procedure.**
- B. A condition type is assigned to a condition table.
- C. An access sequence is assigned to a condition type.
- D. A pricing procedure is assigned to an access sequence.

Answer: A

NEW QUESTION # 59

As an Administrator, you want to configure Email Draft Recommendation for your organization.

Which of the following steps would you perform?

Note: There are 3 correct answers to this question.

- A. Select Business Objectives**
- B. Activate Business Objectives**

- C. Activate Email Drafter
- D. Select Required Entities
- E. Configure Prompts

Answer: A,B,C

NEW QUESTION # 60

As a Sales Manager, you want all Sales Representatives to always update the Revenue End Date when Opportunities are in the "Close" sales phase. What would be the best approach to achieve this in SAP Sales Cloud Version 2?

- A. Configure a Playbook with a mandatory Activity to update field.
- B. Configure a Playbook with an Activity to update field.
- C. Configure a Playbook with an Action to update field.
- D. **Configure a Playbook with a mandatory Action to update field.**

Answer: D

NEW QUESTION # 61

When transferring and maintaining Account data for Best Run Bikes and Cyclo Clothing, which of the following administrative actions can you perform?

Note: There are 3 correct answers to this question.

- A. Merge similar Accounts
- B. Maintain Individual Customers
- C. Configure Customer Insights
- D. **Upload Accounts using the Data Import Tool**
- E. **Download Accounts using the Data Export Tool**

Answer: A,D,E

NEW QUESTION # 62

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