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SAP C-C4H47-2503 Exam Syllabus Topics:

Topic	Details

Topic 1	• 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	• 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.
Topic 3	• General, Company, Users, and Control Settings: This section of the exam measures the skills of a System Administrator and focuses on how to manage foundational system settings. It includes setting up employees, users, authorizations, business roles, and the organizational structure to control access and processes efficiently.
Topic 4	• 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 5	• 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 6	• 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 7	• Mobile App: This section of the exam measures the skills of a Field Sales Representative and covers the use of the SAP Sales Cloud Version 2 Mobile App. It includes setup and a review of available capabilities, supporting productivity on the go.
Topic 8	• 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.

SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q59-Q64):

NEW QUESTION # 59
As an Administrator, which capability allows you to configure custom fields into the Lead Intelligence ML (Machine Learning) model?

- A. Manage Extensions
- B. Manage ML Model
- C. Readiness Report
- D. Train ML Model

Answer: B

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

- D. Configure a Playbook with a mandatory Action to update field.

Answer: D

NEW QUESTION # 61

Which of the following are valid Functions that can be assigned to Organizational Units?
Note: There are 3 correct answers to this question.

- A. Company
- B. Distribution Channel
- C. Sales Office
- D. Division
- E. Sales Organization

Answer: A,C,E

NEW QUESTION # 62

The VP of Sales wants to display important KPIs in the Account Overview. This KPI has to be taken from an external solution via a dedicated API.
Which setting can you configure to display the required KPI?

- A. Integration
- B. Custom Key Metrics
- C. Analytics
- D. Customer 360

Answer: B

NEW QUESTION # 63

What extension tool would be used to achieve this?

- A. Apply a Webhook
- B. Create a Mashup
- C. Apply a Validation Rule
- D. Create an Extension Field

Answer: B

NEW QUESTION # 64

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