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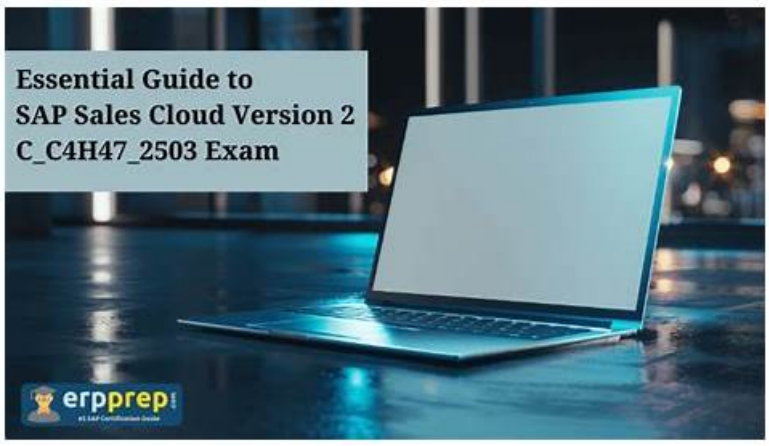

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SAP C-C4H47-2503 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 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	• 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	• 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 5	• 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 6	• 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 7	• 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.

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q43-Q48):

NEW QUESTION # 43
A new group of Business Users have to be created and granted read only access to sales entities, such as Leads, Opportunities and Sales Quotes for a specific Sales Area.
As an Administrator, which sequence of steps must be performed?

- A. Create the Employees
- B. Create the Business Users
- C. Create the Employees
- D. Create the Business Users

Answer: A

NEW QUESTION # 44
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. Analytics
- B. Customer 360
- C. Custom Key Metrics
- D. Integration

Answer: C

NEW QUESTION # 45
Which Machine Learning insight shows sentiment detection of surveys and emails?

- A. Business Text Intelligence
- B. Profanity Check
- C. Machine Translation
- D. NLP Classification

Answer: D

NEW QUESTION # 46
What are Playbooks for Leads and Opportunities?

- A. A customizable set of activity and action proposals tailored to each sales phase in a sales cycle
- B. A pre-defined, uncustomizable, set of actions supporting Sales Representatives
- C. An autoflow tailored to Sales Managers and Sales Representatives
- D. A new Low Code tool available in SAP Sales Cloud Version 2

Answer: A

NEW QUESTION # 47
What work center must a Sales Representative access to view the data visualizations produced by Relationship Intelligence?

- A. Playbooks
- B. My Network
- C. Activity Manager
- D. Guided Selling

Answer: B

NEW QUESTION # 48
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