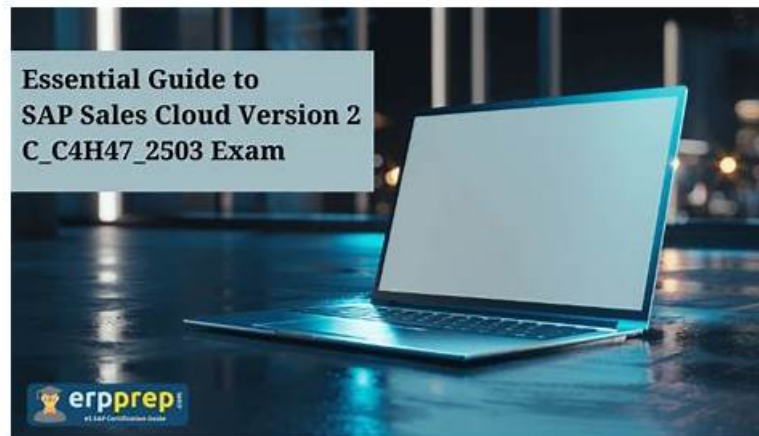


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## SAP C\_C4H47\_2503 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 3	<ul style="list-style-type: none"><li>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.</li></ul>

Topic 4	<ul style="list-style-type: none"> <li>• <b>Playbook, Digital Selling Workspace, and Guided Selling:</b> 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.</li> </ul>
Topic 5	<ul style="list-style-type: none"> <li>• <b>Machine Learning and Gen AI:</b> 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.</li> </ul>
Topic 6	<ul style="list-style-type: none"> <li>• <b>Activities Management:</b> 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.</li> </ul>
Topic 7	<ul style="list-style-type: none"> <li>• <b>General, Company, Users, and Control Settings:</b> 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.</li> </ul>
Topic 8	<ul style="list-style-type: none"> <li>• <b>Master Data:</b> 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.</li> </ul>
Topic 9	<ul style="list-style-type: none"> <li>• <b>Introduction to SAP Sales Cloud Version 2:</b> 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.</li> </ul>
Topic 10	<ul style="list-style-type: none"> <li>• <b>SAP Sales Cloud Version 2 in App and Side-by-Side Extensibility:</b> 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.</li> </ul>

## SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q26-Q31):

### NEW QUESTION # 26

What extension tool would be used to achieve this?

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

**Answer: A**

### NEW QUESTION # 27

As an Administrator, you want to configure a new Sales Order document type for your organization which can be created and replicated to SAP S/4HANA, and you can also receive updates from SAP S/4HANA to SAP Sales Cloud Version 2.

Which Maintenance Mode do you need to configure for the new Sales Order document type?

- A. Internal
- B. External
- **C. Internal & External**
- D. Internal Pricing

**Answer: C**

### NEW QUESTION # 28

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

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

**Answer: B**

### NEW QUESTION # 29

Which of the following are the standard out-of-the-box Forecast Categories for Opportunities in SAP Sales Cloud Version 2? Note: There are 3 correct answers to this question.

- **A. Committed**
- B. Expected
- **C. Pipeline**
- **D. Best Case**
- E. Forecasted

**Answer: A,C,D**

### NEW QUESTION # 30

As a Sales Manager, you have created multiple Playbooks for Opportunities based on existing Account IDs and Expected Revenue. Where would you find the Playbooks applied for the newly created Opportunity?

- **A. Planned Activities**
- B. Kanban view
- C. Progress bar
- D. Timeline

**Answer: A**

### NEW QUESTION # 31

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We learned that a majority of the candidates for the C\_C4H47\_2503 exam are office workers or students who are occupied with a lot of things, and do not have plenty of time to prepare for the C\_C4H47\_2503 exam. Taking this into consideration, we have tried to improve the quality of our C\_C4H47\_2503 training materials for all our worth. Now, I am proud to tell you that our C\_C4H47\_2503 Training Materials are definitely the best choice for those who have been yearning for success but without enough time to put into it. There are only key points in our C\_C4H47\_2503 training materials.

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