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SAP C-C4H47-2503 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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 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	• 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 5	• 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 6	• 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.

SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q35-Q40):

NEW QUESTION # 35
In the configuration settings, where would an Administrator enable Revenue Splitting?

- A. Pipeline Management and Forecasting
- B. Opportunities
- C. Sales Quotes
- D. Forecast Tracker

Answer: B

NEW QUESTION # 36
How can you prevent security risks while monitoring inactive users in SAP Sales Cloud Version 2?

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

Answer: B

NEW QUESTION # 37
As an Administrator, which of the following can be configured for displaying the Guided Selling Score?
Note: There are 2 correct answers to this question.

- A. Lead Score
- B. Probability
- C. Sales Phases
- D. Opportunity Score

Answer: A,D

NEW QUESTION # 38

Best Run Bikes wants to tag Leads using a dedicated filterable and searchable field called "Early Adopters", and automatically notify the Sales Manager about it.

As an Administrator, what features can you use to address this requirement?

Note: There are 3 correct answers to this question.

- A. Extension Field
- B. Determination Rule
- C. Field Attributes
- D. Autoflow Rule
- E. Validation Rule

Answer: A,B,D

NEW QUESTION # 39

A User is no longer able to access SAP Sales Cloud Version 2, due to too many failed log-in attempts. As an Administrator, how can you fix the issue?

- A. Assign a new security policy and unlock the User
- B. Unlock the employee and the respective password
- C. Unlock the respective User and reset the password
- D. Reset the password for the affected User

Answer: D

NEW QUESTION # 40

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