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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	• 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 3	• 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 4	• 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 5	• 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 6	• 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 7	• 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 8	• 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	• 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.

SAP Certified Associate - Implementation Consultant - SAP Sales Cloud

Version 2 Sample Questions (Q56-Q61):

NEW QUESTION # 56

Administrators can define default attributes when Appointments are created by end-users in SAP Sales Cloud Version 2. Which attributes can be defined by Administrators when maintaining General Settings for Appointments? Note: There are 3 correct answers to this question.

- A. Status
- B. Category
- C. Duration
- D. Teams Meeting
- E. Priority

Answer: A,B,C

NEW QUESTION # 57

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

Answer: B

NEW QUESTION # 58

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

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

Answer: D

NEW QUESTION # 59

As an Administrator, you want to configure the card colors in the calendar for Appointments.
Based on which of the following parameters can this be achieved?
Note: There are 2 correct answers to this question.

- A. Priority
- B. Subject
- C. Category
- D. Status

Answer: A,C

NEW QUESTION # 60

What prerequisites are required when creating a new Business User? Note: There are 2 correct answers to this question.

- A. The Employee has to exist
- B. A unique Email ID belonging to the Business User
- C. The security policy has to be assigned

- D. The Organizational Structure has to exist

Answer: A,B

NEW QUESTION # 61

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