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SAP C_C4H47_2503 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 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	• 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 4	• 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 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	• 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 7	• 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.

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q67-Q72):

NEW QUESTION # 67
Which component does the system use as a search strategy to find valid condition records during pricing?

- A. Access Sequence
- B. Condition Type
- C. Condition Technique
- D. Pricing Procedure

Answer: A,D

NEW QUESTION # 68
As a Sales Representative, you want to access all your to-do items such as Tasks, Leads, Opportunities, and Call Lists in a single place. What capability in SAP Sales Cloud Version 2 enables this?

- A. Task Manager
- B. Activity Manager
- C. Guided Selling Workspace
- D. Digital Selling Workspace

Answer: D

NEW QUESTION # 69

When performing mobile administration, what setting should an Administrator configure in order to change the arrangement of fields that should appear in every contact card on the Contacts page?

- A. Tabs
- B. Header
- C. Create
- D. List

Answer: D

NEW QUESTION # 70
When transferring and maintaining Account data for Best Run Bikes and Cyclo Clothing, which of the following administrative actions can you perform?
Note: There are 3 correct answers to this question.

- A. Upload Accounts using the Data Import Tool
- B. Configure Customer Insights
- C. Maintain Individual Customers
- D. Merge similar Accounts
- E. Download Accounts using the Data Export Tool

Answer: A,D,E

NEW QUESTION # 71
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. Status
- B. Subject
- C. Category
- D. Priority

Answer: C,D

NEW QUESTION # 72
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