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SAP C-C4H47-2503 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">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 2	<ul style="list-style-type: none">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 3	<ul style="list-style-type: none">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	<ul style="list-style-type: none">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	<ul style="list-style-type: none">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 6	<ul style="list-style-type: none">Mobile App: This section of the exam measures the skills of a Field Sales Representative and covers the use of the SAP Sales Cloud Version 2 Mobile App. It includes setup and a review of available capabilities, supporting productivity on the go.
Topic 7	<ul style="list-style-type: none">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.

SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q54-Q59):

NEW QUESTION # 54

Which steps would you take to create a Call List so it can be executed and monitored via the Digital Selling Workspace?

- **A. Create Call List**
- B. Create Call List
- C. Define Key Objectives of Call List
- D. Define Key Objectives of Call List

Answer: A

NEW QUESTION # 55

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. Field Attributes
- **C. Determination Rule**
- D. Validation Rule

- E. Autoflow Rule

Answer: A,C,E

NEW QUESTION # 56

Which GenAI (Generative AI) capabilities are available in SAP Sales Cloud Version 2?

Note: There are 3 correct answers to this question.

- A. Survey Trend Summary
- B. Lead Intelligence
- C. Product Recommendation
- D. Account Synopsis
- E. Lead Booster

Answer: A,B,D

NEW QUESTION # 57

What is a benefit of assigning Playbooks to Leads based on an existing list of Account IDs?

- A. Any newly created Accounts will automatically have Leads created based on the Playbook.
- B. Any newly created Lead associated with the listed Account will automatically be converted into Opportunities.
- C. Any newly created Lead associated with the listed Account will automatically be created with the same Source as the last Lead created.
- D. Any newly created Lead associated with the listed Account will automatically receive suggestions from the Playbook.

Answer: D

NEW QUESTION # 58

As an Administrator, you want to configure Opportunity for the mobile app. Which of the following configurations can be performed? Note: There are 3 correct answers to this question.

- A. Configure Opportunity status
- B. Configure Opportunity type
- C. Define fields that you want to see in the product add/edit form
- D. Add new fields from the list of available fields in Opportunity Header
- E. Rearrange fields using drag-and-drop feature

Answer: C,D,E

NEW QUESTION # 59

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