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SAP C-C4H47-2503 Exam Syllabus Topics:

| Topic | Details |
|---------|--|
| Topic 1 | <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 2 | <ul style="list-style-type: none">• 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. |
| Topic 3 | <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. |
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| Topic 4 | <ul style="list-style-type: none"> • 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 5 | <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. |
| Topic 6 | <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. |

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q73-Q78):

NEW QUESTION # 73

What are Playbooks for Leads and Opportunities?

- A. An autoflow tailored to Sales Managers and Sales Representatives
- B. A customizable set of activity and action proposals tailored to each sales phase in a sales cycle
- C. A pre-defined, uncustomizable, set of actions supporting Sales Representatives
- D. A new Low Code tool available in SAP Sales Cloud Version 2

Answer: B

NEW QUESTION # 74

Which offering provides access to SAP Sales Cloud Version 2?

- A. GROW with SAP
- B. RISE with SAP
- C. SAP Business Technology Platform
- D. GROW with SAP package add-ons

Answer: D

NEW QUESTION # 75

What is the main differentiator between Validation and Determination rules?

- A. Validation rules create Error or Warning messages based on conditions, Determination rules calculate field values based on conditions
- B. Validation rules create Error or Warning messages based on conditions, Determination rules hide field values based on conditions

- C. Validation rules always trigger Error or Warning messages, Determination rules calculate field values based on conditions
- D. Determination rules create Error or Warning messages based on conditions, Validation rules calculate field values based on conditions

Answer: A

NEW QUESTION # 76

The VP of Sales wants to display important KPIs in the Account Overview. This KPI has to be taken from an external solution via a dedicated API.

Which setting can you configure to display the required KPI?

- A. Customer 360
- **B. Custom Key Metrics**
- C. Analytics
- D. Integration

Answer: B

NEW QUESTION # 77

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. Priority
- C. Teams Meeting
- **D. Category**
- **E. Duration**

Answer: A,D,E

NEW QUESTION # 78

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