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SAP C-C4H47-2503 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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	• 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 3	• 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 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	• 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
What are the key features of Guided Selling worklist?
Note: There are 3 correct answers to this question.

- A. Timeline
- B. Overview
- C. Kanban view
- D. Advanced filter
- E. KPI cards

Answer: B,C,D

NEW QUESTION # 57
What extension tool would be used to achieve this?

- A. Create an Extension Field
- B. Apply a Validation Rule
- C. Apply a Webhook
- D. Create a Mashup

Answer: D

NEW QUESTION # 58
As an Administrator, which of the following Interaction filters can be displayed as part of Customer Insights for Accounts? Note: There are 3 correct answers to this question.

- A. Hugrank
- B. Emails
- C. Phone Calls
- D. Chats
- E. Trend Analytics

Answer: B,C,D

NEW QUESTION # 59

Which of the following options represents a valid Master Data entity for a B2B scenario in SAP Sales Cloud Version 2?
Note: There are 2 correct answers to this question.

- A. Group
- B. Individual Customer
- C. Contact
- D. Account

Answer: C,D

Explanation:
Topic 1, Scenario - Best Run Bikes
Scenario - Best Run Bikes
est Run Bikes designs and manufactures icycles, components, and apparel. After cquiring Cyclo Clothing, they launched a new ales division. Previously managing customers a spreadsheets, the VP of Sales now seeks etter visibility into customers, the sales pipeline, nd structured processes to shorten sales ycles. You are part of the project team mplementing SAP Sales Cloud Version 2 and ou have been asked to address some specific usiness requirements as listed below:
*Reflect the renewed Company Theme and Branding in SAP Sales Cloud Version 2.
*Prepare, clean, and transfer Account master data for Cyclo Clothing and Best Run Bikes' into the new SAP Sales Cloud Version 2 system.
*Define specific Opportunity documents for executing and monitoring Cyclo Clothing sales activities. Gather additional insights when losing or winning Sales Quotations.
*Improve Sales efficiency of the different sales methodologies for
*Prepare, clean, and transfer Account master data for Cyclo Clothing and Best Run Bikes' into the new SAP Sales Cloud Version 2 system.
*Define specific Opportunity documents for executing and monitoring Cyclo Clothing sales activities. Gather additional insights when losing or winning Sales Quotations.
*Improve Sales efficiency of the different sales methodologies for Leads and Opportunities by guiding Sales Representatives with tailored sales activities. Additional discounts will be granted to customers if they register products online in the official website.
*Enable Sales Teams to easily access important custom KPIs tailored to company needs when accessing Accounts Overview.
*Personalize Leads using In Apps extensibility options for improving Sales Teams user experience and adoption.

NEW QUESTION # 60

What is the difference between Pre Hook and Post Hook rules?

- A. Post Hook determines read and write access; Pre Hook determines read access only.
- B. Pre Hook allows users to make changes to the default value; Post Hook does not allow it.
- C. Pre Hook is valid only with Determination Rules; Post Hook is valid only with Validation Rules.
- D. Pre Hook prevents users from making changes to the default value; Post Hook does not prevent it.

Answer: D

NEW QUESTION # 61

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