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SAP C-C4H47-2503 Exam Syllabus Topics:

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

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q24-Q29):

NEW QUESTION # 24

What are the key features of Guided Selling worklist?

Note: There are 3 correct answers to this question.

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

Answer: B,C,E

NEW QUESTION # 25

As an SAP Sales Cloud Version 2 Administrator, which of the following configurations can be done for Leads?

Note: There are 2 correct answers to this question.

- A. Maintain Probability
- **B. Create and manage custom Statuses**
- **C. Maintain Routing Rules**
- D. Create and manage Forecast Categories

Answer: B,C

NEW QUESTION # 26

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

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

Answer: C

NEW QUESTION # 27

As a Sales Manager, you want to create a Playbook for Opportunities.

Which of the following activity types can you create?

Note: There are 3 correct answers to this question.

- A. Update Field
- B. Survey
- C. Email
- D. Appointment
- E. Call List

Answer: B,C,D

NEW QUESTION # 28

As a Sales Manager, you want all Sales Representatives to always update the Revenue End Date when Opportunities are in the "Close" sales phase. What would be the best approach to achieve this in SAP Sales Cloud Version 2?

- A. Configure a Playbook with an Activity to update field.
- B. Configure a Playbook with an Action to update field.
- C. Configure a Playbook with a mandatory Activity to update field.
- D. **Configure a Playbook with a mandatory Action to update field.**

Answer: D

NEW QUESTION # 29

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You will need to pass the SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 (C-C4H47-2503) exam to achieve the SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 (C-C4H47-2503) certification. Due to extremely high competition, passing the SAP C-C4H47-2503 exam is not easy; however, possible. You can use TestKingFree products to pass the C-C4H47-2503 Exam on the first attempt. The SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 (C-C4H47-2503) practice exam gives you confidence and helps you understand the criteria of the testing authority and pass the SAP C-C4H47-2503 exam on the first attempt.

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