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SAP C_C4H47_2503 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<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 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"> • 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.

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q46-Q51):

NEW QUESTION # 46

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. Call List
- C. Appointment
- D. Survey
- E. Email

Answer: C,D,E

NEW QUESTION # 47

Which offering provides access to SAP Sales Cloud Version 2?

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

Answer: B

NEW QUESTION # 48

You have to pitch the major differentiators of SAP Sales Cloud Version 2 compared to the previous version.

Which of the following would you describe as top advantages?

Note: There are 3 correct answers to this question.

- A. Fresh new User Experience with dynamic layouts and faster screen loading
- B. Modern platform that delivers higher speeds, higher availability, and higher agility
- C. Monthly releases that will help fill gaps faster
- D. Direct access to the back end for faster issue resolution
- E. Free access to SAP expert guidance

Answer: A,B,C

NEW QUESTION # 49

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: B

NEW QUESTION # 50

Best Run Bikes would like to apply their own Branding theme and background images to SAP Sales Cloud Version 2. As an Administrator, which settings can you apply to address this request?

Note: There are 2 correct answers to this question.

- A. Home Page
- B. Custom Layout
- C. Branding
- D. Personalization

Answer: A,B,D

NEW QUESTION # 51

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