

# C-C4H47-2503 Latest Dumps & C-C4H47-2503 Dumps Torrent & C-C4H47-2503 Valid Dumps



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## SAP C-C4H47-2503 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 3	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 4	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 5	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 6	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 7	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 8	<ul style="list-style-type: none"><li>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.</li></ul>

Topic 9	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 10	<ul style="list-style-type: none"> <li>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.</li> </ul>

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### **SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q28-Q33):**

#### **NEW QUESTION # 28**

A User is no longer able to access SAP Sales Cloud Version 2, due to too many failed log-in attempts. As an Administrator, how can you fix the issue?

- A. Unlock the respective User and reset the password
- **B. Reset the password for the affected User**
- C. Unlock the employee and the respective password
- D. Assign a new security policy and unlock the User

**Answer: B**

#### **NEW QUESTION # 29**

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

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

**Answer: C**

#### **NEW QUESTION # 30**

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. Direct access to the back end for faster issue resolution
- **B. Modern platform that delivers higher speeds, higher availability, and higher agility**
- C. Free access to SAP expert guidance
- **D. Monthly releases that will help fill gaps faster**

- E. Fresh new User Experience with dynamic layouts and faster screen loading

**Answer: B,D,E**

#### NEW QUESTION # 31

As a Sales Manager for Best Run Bikes, you want to standardize a set of activities performed for various sales phases of the Opportunity.

Which SAP Sales Cloud Version 2 feature will help you achieve this?

- A. Playbook
- B. Machine Learning
- C. Digital Selling Workspace
- D. Activity Manager

**Answer: A**

#### NEW QUESTION # 32

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

**Answer: A,C,E**

#### NEW QUESTION # 33

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