

# SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Valid Exam Materials & SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Latest pdf vce & SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Exam Practice Demo



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## SAP C\_C4H47\_2503 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 2	<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>
Topic 3	<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 4	<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 5	<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 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>
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### **SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q31-Q36):**

#### **NEW QUESTION # 31**

As an Administrator, which capability allows you to configure custom fields into the Lead Intelligence ML (Machine Learning) model?

- A. Manage Extensions
- **B. Manage ML Model**
- C. Readiness Report
- D. Train ML Model

**Answer: B**

#### **NEW QUESTION # 32**

Which template types are available to use when creating email templates in SAP Sales Cloud Version 2? Note: There are 3 correct answers to this question.

- **A. Signature**
- **B. Campaign**
- C. Complaint
- D. Request
- **E. Response**

**Answer: A,B,E**

#### **NEW QUESTION # 33**

You have been asked to maintain Products in SAP Sales Cloud Version 2. Which of the following settings are relevant? Note: There are 3 correct answers to this question.

- **A. Number Range**
- B. Product Classification
- **C. Units of Measure**
- D. Product Variants
- **E. Product Groups**

**Answer: A,C,E**

## NEW QUESTION # 34

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

**Answer: B**

## NEW QUESTION # 35

What extension tool would be used to achieve this?

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

**Answer: A**

## NEW QUESTION # 36

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