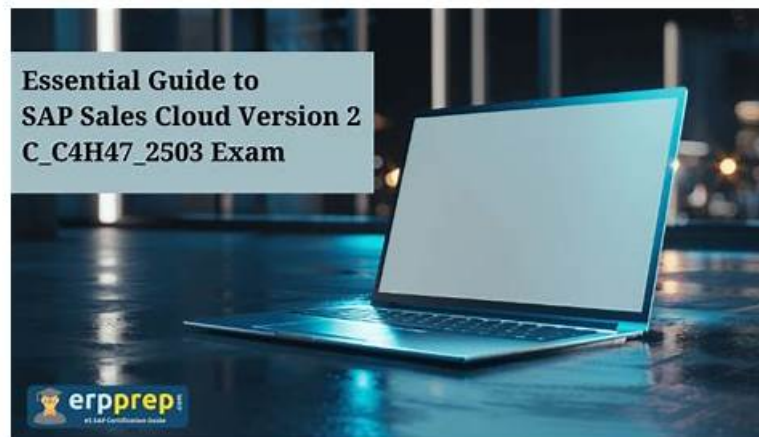


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SAP C-C4H47-2503 Exam Syllabus Topics:

Topic	Details
Topic 1	<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.

Topic 2	<ul style="list-style-type: none"> • 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.
Topic 3	<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 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"> • 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.
Topic 6	<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 7	<ul style="list-style-type: none"> • 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.
Topic 8	<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.

SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q64-Q69):

NEW QUESTION # 64

As a Sales Representative, you want to access all your to-do items such as Tasks, Leads, Opportunities, and Call Lists in a single place. What capability in SAP Sales Cloud Version 2 enables this?

- A. Activity Manager
- B. Task Manager
- C. Digital Selling Workspace
- D. Guided Selling Workspace

Answer: C

NEW QUESTION # 65

Which GenAI (Generative AI) capabilities are available in SAP Sales Cloud Version 2?

Note: There are 3 correct answers to this question.

- A. Lead Booster
- B. Survey Trend Summary
- C. Product Recommendation
- D. Lead Intelligence
- E. Account Synopsis

Answer: B,D,E

NEW QUESTION # 66

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

Answer: B

NEW QUESTION # 67

What are the key use cases for MS Teams integration in SAP Sales Cloud Version 2?

Note: There are 3 correct answers to this question.

- **A. Create Appointments with MS Teams collaboration**
- **B. Create Tasks with MS Teams collaboration**
- **C. Share Workspaces and Deal Room**
- D. Share Library
- E. Make outbound calls

Answer: A,B,C

NEW QUESTION # 68

What work center must a Sales Representative access to view the data visualizations produced by Relationship Intelligence?

- **A. My Network**
- B. Activity Manager
- C. Guided Selling
- D. Playbooks

Answer: A

NEW QUESTION # 69

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