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SAP C_C4H47_2503 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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 3	• 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	• 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 5	• 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 6	• 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.

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It requires a comprehensive understanding of the required skills and test topics. To help candidates pass the C_C4H47_2503 exam, ExamsTorrent has hired qualified experts to compile such SAP C_C4H47_2503 Exam Dumps that will be essential for your successful preparation in a short time. Our experts have designed such SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 (C_C4H47_2503) practice test material that eliminates your chances of failing the SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 (C_C4H47_2503) exam.

SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q38-Q43):

NEW QUESTION # 38
What are Playbooks for Leads and Opportunities?

- A. A customizable set of activity and action proposals tailored to each sales phase in a sales cycle
- B. An autoflow tailored to Sales Managers and Sales Representatives
- C. A new Low Code tool available in SAP Sales Cloud Version 2
- D. A pre-defined, uncustomizable, set of actions supporting Sales Representatives

Answer: A

NEW QUESTION # 39
As an Administrator, which of the following can be configured for displaying the Guided Selling Score?
Note: There are 2 correct answers to this question.

- A. Lead Score
- B. Opportunity Score
- C. Probability
- D. Sales Phases

Answer: A,B

NEW QUESTION # 40
Which offering provides access to SAP Sales Cloud Version 2?

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

- D. GROW with SAP

Answer: C

NEW QUESTION # 41

Best Run Bikes wants to tag Leads using a dedicated filterable and searchable field called "Early Adopters", and automatically notify the Sales Manager about it.
As an Administrator, what features can you use to address this requirement?
Note: There are 3 correct answers to this question.

- A. Extension Field
- B. Determination Rule
- C. Validation Rule
- D. Field Attributes
- E. Autoflow Rule

Answer: A,B,E

NEW QUESTION # 42

As an Administrator, you want to configure Opportunity for the mobile app. Which of the following configurations can be performed? Note: There are 3 correct answers to this question.

- A. Add new fields from the list of available fields in Opportunity Header
- B. Configure Opportunity type
- C. Rearrange fields using drag-and-drop feature
- D. Define fields that you want to see in the product add/edit form
- E. Configure Opportunity status

Answer: A,C,D

NEW QUESTION # 43

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