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C_C4H47_2503

SAP Sales Cloud Version 2 - Implementation Consultant

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The Certified Production and C_C4H47_2503 certification is a valuable credential earned by individuals to validate their skills and competence to perform certain job tasks. Your SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 C_C4H47_2503 Certification is usually displayed as proof that you've been trained, educated, and prepared to meet the specific requirement for your professional role.

SAP C_C4H47_2503 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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.
Topic 3	• 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 4	• 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 5	• 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 6	• 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 7	• 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 8	• 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 9	• 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.

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q63-Q68):

NEW QUESTION # 63
As a Sales Manager, you want all Sales Representatives to always update the Revenue End Date when Opportunities are in the "Close" sales phase. What would be the best approach to achieve this in SAP Sales Cloud Version 2?

- A. Configure a Playbook with an Activity to update field.
- B. Configure a Playbook with an Action to update field.
- C. Configure a Playbook with a mandatory Action to update field.
- D. Configure a Playbook with a mandatory Activity to update field.

Answer: C

NEW QUESTION # 64
The VP of Sales wants to display important KPIs in the Account Overview. This KPI has to be taken from an external solution via a dedicated API.
Which setting can you configure to display the required KPI?

- A. Integration
- B. Customer 360
- C. Analytics
- D. Custom Key Metrics

Answer: D

NEW QUESTION # 65

Which is a valid assignment of pricing components in SAP Sales Cloud Version 2?

- A. A condition table is assigned to a pricing procedure.
- B. An access sequence is assigned to a condition type.
- C. A pricing procedure is assigned to an access sequence.
- D. A condition type is assigned to a condition table.

Answer: A

NEW QUESTION # 66

Which options are provided for grouping your aggregated totals when configuring KPI Definitions in SAP Sales Cloud Version 2?
Note: There are 2 correct answers to this question.

- A. Sum by Expected Value
- B. Cumulative Sum Across Forecast Categories
- C. Sum by Forecast Category
- D. Cumulative Sum by Expected Value

Answer: B,C

NEW QUESTION # 67

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

Answer: C

NEW QUESTION # 68

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