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SAP C-C4H47-2503 Exam Syllabus Topics:

Topic	Details

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

SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q16-Q21):

NEW QUESTION # 16

A new group of Business Users have to be created and granted read only access to sales entities, such as Leads, Opportunities and Sales Quotes for a specific Sales Area.

As an Administrator, which sequence of steps must be performed?

- A. Create the Employees
- B. Create the Business Users
- C. Create the Business Users
- D. Create the Employees**

Answer: D

NEW QUESTION # 17

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

Answer: B,C,E

NEW QUESTION # 18

When maintaining Account master data, where can you enter Payment Terms?

- A. In the Account Overview
- **B. In the Account Sales Data**
- C. In the Account Hierarchy
- D. In the Account General Data

Answer: B

NEW QUESTION # 19

As an Administrator, you want to configure a new Sales Order document type for your organization which can be created and replicated to SAP S/4HANA, and you can also receive updates from SAP S/4HANA to SAP Sales Cloud Version 2.

Which Maintenance Mode do you need to configure for the new Sales Order document type?

- A. Internal Pricing
- B. External
- **C. Internal & External**
- D. Internal

Answer: C

NEW QUESTION # 20

Which of the following are valid Functions that can be assigned to Organizational Units?

Note: There are 3 correct answers to this question.

- **A. Sales Office**
- B. Division
- C. Distribution Channel
- **D. Company**
- **E. Sales Organization**

Answer: A,D,E

NEW QUESTION # 21

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