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SAP C_C4H47_2503 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<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.
Topic 4	<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 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"> • 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 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"> • 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.

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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 Employees
- D. Create the Business Users

Answer: C

NEW QUESTION # 17

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

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

Answer: C

NEW QUESTION # 18

As a Sales Manager, you want to create a Playbook for Leads and Opportunities. How can the activities and actions for Playbooks be grouped?

Note: There are 2 correct answers to this question.

- A. Sales Phases for Leads
- B. Status for Opportunities
- C. Sales Phases for Opportunities
- D. Status for Leads

Answer: C,D

NEW QUESTION # 19

When transferring and maintaining Account data for Best Run Bikes and Cyclo Clothing, which of the following administrative actions can you perform?

Note: There are 3 correct answers to this question.

- A. Configure Customer Insights
- B. Merge similar Accounts
- C. Download Accounts using the Data Export Tool
- D. Maintain Individual Customers
- E. Upload Accounts using the Data Import Tool

Answer: B,C,E

NEW QUESTION # 20

What feature of SAP Sales Cloud Version 2 provides Sales Representative with predictive insights?

- A. Customer Insights
- B. Dynamic Playbook
- C. Machine Learning
- D. Guided Selling

Answer: C

NEW QUESTION # 21

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