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SAP C_C4H47_2503 Exam Syllabus Topics:

Topic	Details
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Topic 1	<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 2	<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.
Topic 3	<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 4	<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 5	<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 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"> 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 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.
Topic 9	<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 10	<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.

SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q56-Q61):

NEW QUESTION # 56

When using Deal Intelligence, what object is modeled by Machine Learning and used for scoring?

- A. Business text
- B. Quotation
- C. Opportunity**
- D. Lead

Answer: C

NEW QUESTION # 57

When logged into Mobile Administration, which header and list fields can be configured to meet business requirements?

Note: There are 3 correct answers to this question.

- A. Task header layout
- B. Target group list fields
- C. Home page cards
- D. Call list fields
- E. Lead list fields

Answer: C,D,E

NEW QUESTION # 58

In the configuration settings, where would an Administrator enable Revenue Splitting?

- A. Forecast Tracker
- B. Sales Quotes
- C. Pipeline Management and Forecasting
- D. Opportunities

Answer: D

NEW QUESTION # 59

Which of the following options can be considered a Side-by-Side extension of SAP Sales Cloud Version 2?

- A. Extending standard delivered applications
- B. Enhancing the code baseline without modifying the standard
- C. Embedding custom modules created in SAP Build App
- D. Adding custom fields on existing entities

Answer: B

NEW QUESTION # 60

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

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

Answer: C

NEW QUESTION # 61

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