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## SAP C-C4H47-2503 Exam Syllabus Topics:

| Topic | Details |
|-------|---------|
| Topic 1 | • 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 2 | • 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 3 | • 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 4 | • 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 5 | • 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. |

# SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q58-Q63):

**NEW QUESTION # 58**
Which of the following are key enhancements of Lead Management in SAP Sales Cloud Version 2? Note: There are 3 correct answers to this question.

- A. Ability to identify the right Leads, working through the sales cycle across various phases.
- B. Insights that predict the likelihood of a Lead getting converted.
- C. Interactive list view with elements like quick filters and KPI graphs.
- D. Optimized details page showcasing all of the relevant information in an easy-to-consume format.
- E. Ability to manage accounts with Guided Selling.

**Answer: A,B,D**

**NEW QUESTION # 59**

What are Playbooks for Leads and Opportunities?

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

**Answer: C**

## NEW QUESTION # 60

Best Run Bikes would like to apply their own Branding theme and background images to SAP Sales Cloud Version 2.
As an Administrator, which settings can you apply to address this request?
Note: There are 2 correct answers to this question.

- A. Home Page
- B. Custom Layout
- C. Branding
- D. Personalization

**Answer: A,B,D**

## NEW QUESTION # 61

The customer you are currently supporting has recently bought the license for SAP Sales Cloud Version 2.
How can you help them start the procedure for the system provisioning?

- A. By raising a Support Ticket
- B. By following the Onboarding Guide on the SAP Help Portal
- C. By requesting admin access to their tenant
- D. By asking for support from product development

**Answer: B**

## NEW QUESTION # 62

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

**Answer: A,D**

## NEW QUESTION # 63

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