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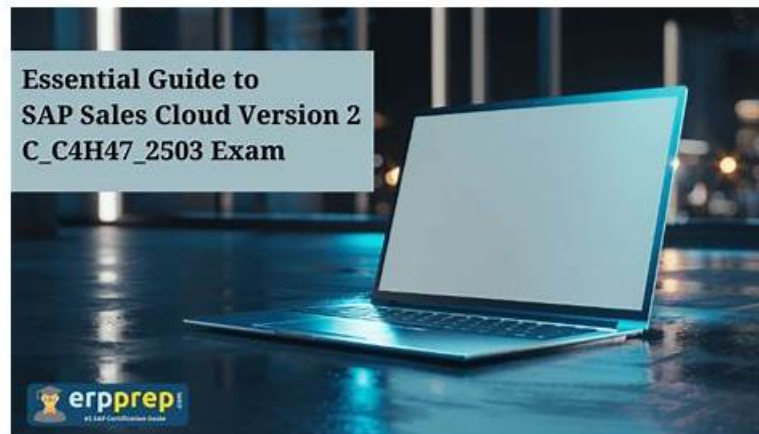
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SAP C_C4H47_2503 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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	• 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 3	• 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 4	• 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 5	• 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	• 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	• 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 8	• 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 9	• 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 10	• 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.

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q20-Q25):

NEW QUESTION # 20
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. Status for Opportunities
- B. Sales Phases for Opportunities
- C. Sales Phases for Leads
- D. Status for Leads

Answer: B,D

NEW QUESTION # 21
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. Sum by Forecast Category
- C. Cumulative Sum Across Forecast Categories
- D. Cumulative Sum by Expected Value

Answer: B,C

NEW QUESTION # 22

What are the key features of Guided Selling worklist?
Note: There are 3 correct answers to this question.

- A. Overview
- B. KPI cards
- C. Advanced filter
- D. Kanban view
- E. Timeline

Answer: A,C,D

NEW QUESTION # 23

As an Administrator, you have configured mashups for your end users to leverage on the mobile application. What mashup settings can be toggled on by the end user in order to use them on their mobile device?
Note: There are 2 correct answers to this question.

- A. Quote mashup
- B. Activity mashup
- C. Lead mashup
- D. Guided Selling mashup

Answer: A,B

NEW QUESTION # 24

Administrators can define default attributes when Appointments are created by end-users in SAP Sales Cloud Version 2. Which attributes can be defined by Administrators when maintaining General Settings for Appointments? Note: There are 3 correct answers to this question.

- A. Priority
- B. Duration
- C. Status
- D. Teams Meeting
- E. Category

Answer: B,C,E

NEW QUESTION # 25

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