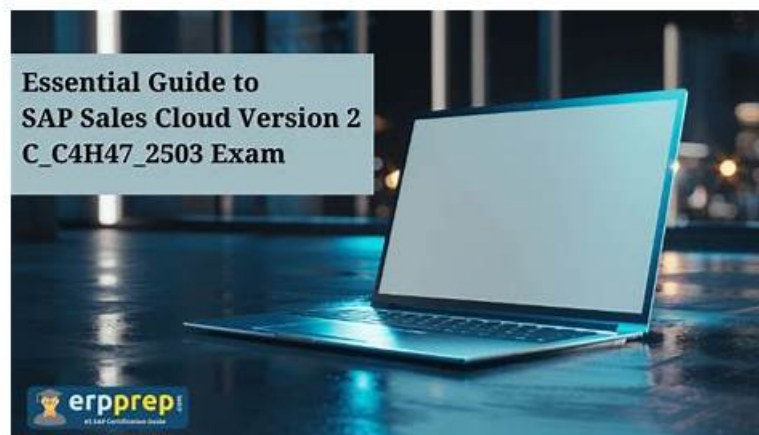


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Taking the SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 C-C4H47-2503 test and beginning SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 C-C4H47-2503 exam preparation with the suggested C-C4H47-2503 exam preparation materials is the best and quickest course of action. You can rely on SAP C-C4H47-2503 Exam Questio SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 C-C4H47-2503 for thorough C-C4H47-2503 exam preparation.

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

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 3	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 4	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 5	<ul style="list-style-type: none"><li>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.</li></ul>

Topic 6	<ul style="list-style-type: none"> <li>• 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.</li> </ul>
Topic 7	<ul style="list-style-type: none"> <li>• 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.</li> </ul>
Topic 8	<ul style="list-style-type: none"> <li>• 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.</li> </ul>
Topic 9	<ul style="list-style-type: none"> <li>• 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.</li> </ul>
Topic 10	<ul style="list-style-type: none"> <li>• 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.</li> </ul>

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## SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q12-Q17):

### NEW QUESTION # 12

As a Sales Manager for Best Run Bikes, you want to standardize a set of activities performed for various sales phases of the Opportunity.

Which SAP Sales Cloud Version 2 feature will help you achieve this?

- A. Digital Selling Workspace
- B. Playbook
- C. Activity Manager
- D. Machine Learning

**Answer: B**

### NEW QUESTION # 13

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. Maintain Individual Customers
- C. Merge similar Accounts
- D. Download Accounts using the Data Export Tool
- E. Upload Accounts using the Data Import Tool

**Answer: C,D,E**

#### NEW QUESTION # 14

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

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

**Answer: D**

#### NEW QUESTION # 15

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

**Answer: A,C,D**

#### NEW QUESTION # 16

As a Sales Manager, you want all Sales Representatives to always update the Revenue End Date when Opportunities are in the "Close" sales phase. What would be the best approach to achieve this in SAP Sales Cloud Version 2?

- A. Configure a Playbook with an Activity to update field.
- B. Configure a Playbook with a mandatory Action to update field.
- C. Configure a Playbook with an Action to update field.
- D. Configure a Playbook with a mandatory Activity to update field.

**Answer: B**

#### NEW QUESTION # 17

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