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SAP C-C4H47-2503 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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	• 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	• 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 4	• 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 5	• 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.

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q16-Q21):

NEW QUESTION # 16

How can you prevent security risks while monitoring inactive users in SAP Sales Cloud Version 2?

- A. By scheduling the dedicated auto sign out background job
- B. By adapting the auto log-off time
- C. By assigning security policies to end users
- D. By activating the auto log-off function

Answer: A

NEW QUESTION # 17

As an Administrator, you want to configure a new Sales Order document type for your organization which can be created and replicated to SAP S/4HANA, and you can also receive updates from SAP S/4HANA to SAP Sales Cloud Version 2. Which Maintenance Mode do you need to configure for the new Sales Order document type?

- A. Internal Pricing
- B. Internal
- C. External
- D. Internal & External

Answer: D

NEW QUESTION # 18

As an Administrator for mobile app, which of the following can you configure for Visits?
Note: There are 3 correct answers to this question.

- A. Visit quick filters on list page
- B. Visit Type
- C. Visit Header fields
- D. Visit KPI
- E. Visit Routes

Answer: A,B,C

NEW QUESTION # 19

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

Answer: C

NEW QUESTION # 20

Which Machine Learning insight shows sentiment detection of surveys and emails?

- A. Machine Translation
- B. NLP Classification
- C. Profanity Check
- D. Business Text Intelligence

Answer: B

NEW QUESTION # 21
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