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SAP C-C4H47-2503 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<ul style="list-style-type: none">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 4	<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.
Topic 5	<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 6	<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.

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q64-Q69):

NEW QUESTION # 64

A User is no longer able to access SAP Sales Cloud Version 2, due to too many failed log-in attempts. As an Administrator, how can you fix the issue?

- A. Assign a new security policy and unlock the User
- **B. Reset the password for the affected User**
- C. Unlock the respective User and reset the password
- D. Unlock the employee and the respective password

Answer: B

NEW QUESTION # 65

As an Administrator, which of the following Interaction filters can be displayed as part of Customer Insights for Accounts? Note: There are 3 correct answers to this question.

- A. Hugrank
- **B. Phone Calls**
- **C. Chats**
- D. Trend Analytics
- **E. Emails**

Answer: B,C,E

NEW QUESTION # 66

You have been asked to configure a new pricing procedure for Opportunities and would like to create a determination rule for using it. Which data can be used when creating a pricing determination rule?

Note: There are 3 correct answers to this question.

- A. Sales Unit
- **B. Sales Organization**
- C. Product
- **D. Division**
- **E. Document Type**

Answer: B,D,E

NEW QUESTION # 67

As an Administrator, you want to configure Opportunity for the mobile app. Which of the following configurations can be performed? Note: There are 3 correct answers to this question.

- A. Configure Opportunity status
- **B. Add new fields from the list of available fields in Opportunity Header**
- **C. Define fields that you want to see in the product add/edit form**
- **D. Rearrange fields using drag-and-drop feature**
- E. Configure Opportunity type

Answer: B,C,D

NEW QUESTION # 68

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

Answer: A,B,E

NEW QUESTION # 69

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