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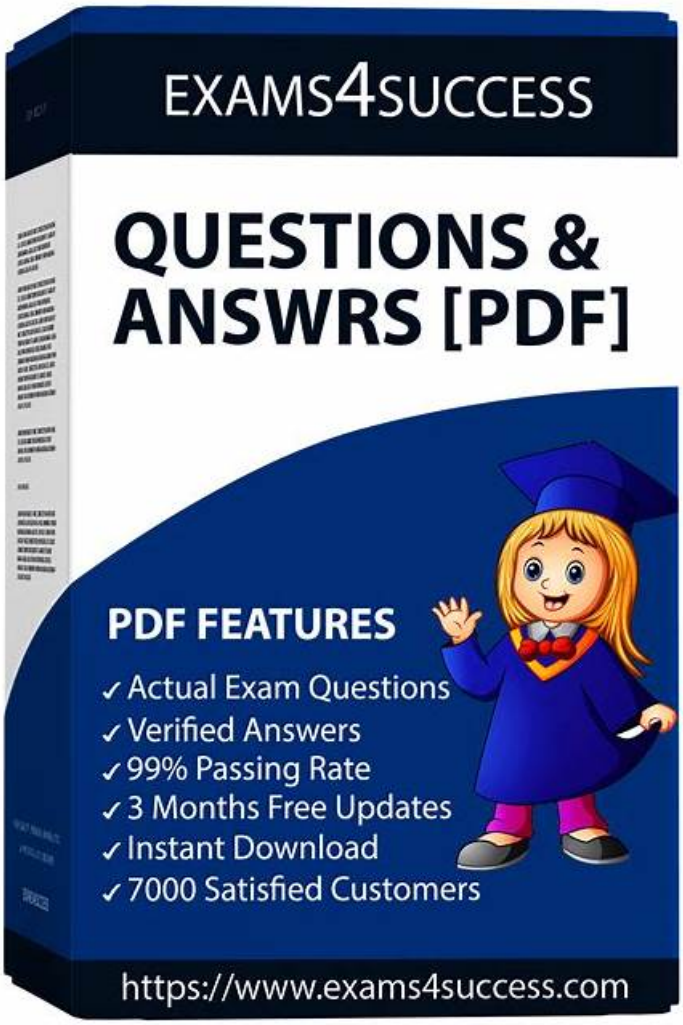

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SAP C_C4H47_2503 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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 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	• 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 5	• 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 6	• 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 7	• 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 8	• 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 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.

SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q10-Q15):

NEW QUESTION # 10
Which option is available if you need to migrate objects not supported by the standard integrations?

- A. Data Import and Export Tool
- B. Data Workbench

- C. Standard REST API
- D. Business Accelerator Hub APIs

Answer: B

NEW QUESTION # 11
As an Administrator, where can you find documentation about available APIs that could be leveraged for integrating SAP Sales Cloud Version 2 with other SAP applications?

- A. SAP Platform Integration
- B. SAP API Business Transformation Hub
- C. SAP Business Accelerator Hub
- D. SAP Discovery Center

Answer: C

NEW QUESTION # 12
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. An autoflow tailored to Sales Managers and Sales Representatives
- D. A customizable set of activity and action proposals tailored to each sales phase in a sales cycle

Answer: D

NEW QUESTION # 13
As a Sales Representative, you are using Kanban view in Guided Selling.
When can you move Opportunities from one sales phase to another using the drag-and-drop feature?

- A. When there is a red check mark beside the Opportunity.
- B. When there is a green check mark beside the Opportunity.
- C. When there is a yellow check mark beside the Opportunity.
- D. When there is a blue check mark beside the Opportunity.

Answer: B

NEW QUESTION # 14
Which of the following features can be used to create scripts for Call Lists?

- A. Survey
- B. Task
- C. Phone Call
- D. Playbook

Answer: D

NEW QUESTION # 15
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