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SAP C_C4H47_2503 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<ul style="list-style-type: none">• 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 4	<ul style="list-style-type: none">• 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 5	<ul style="list-style-type: none">• 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 6	<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 7	<ul style="list-style-type: none">• 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 8	<ul style="list-style-type: none">• 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 9	<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 10	<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.

Version 2 Sample Questions (Q30-Q35):

NEW QUESTION # 30

Which of the following features can be used to create scripts for Call Lists?

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

Answer: C

NEW QUESTION # 31

Which of the following options represents a valid Master Data entity for a B2B scenario in SAP Sales Cloud Version 2?

Note: There are 2 correct answers to this question.

- A. Contact
- B. Individual Customer
- C. Account
- D. Group

Answer: A,C

Explanation:

Topic 1, Scenario - Best Run Bikes

Scenario - Best Run Bikes

Best Run Bikes designs and manufactures bicycles, components, and apparel. After acquiring Cyclo Clothing, they launched a new sales division. Previously managing customers in spreadsheets, the VP of Sales now seeks better visibility into customers, the sales pipeline, and structured processes to shorten sales cycles. You are part of the project team implementing SAP Sales Cloud Version 2 and you have been asked to address some specific business requirements as listed below:

*Reflect the renewed Company Theme and Branding in SAP Sales Cloud Version 2.

*Prepare, clean, and transfer Account master data for Cyclo Clothing and Best Run Bikes' into the new SAP Sales Cloud Version 2 system.

*Define specific Opportunity documents for executing and monitoring Cyclo Clothing sales activities. Gather additional insights when losing or winning Sales Quotations.

*Improve Sales efficiency of the different sales methodologies for

*Prepare, clean, and transfer Account master data for Cyclo Clothing and Best Run Bikes' into the new SAP Sales Cloud Version 2 system.

*Define specific Opportunity documents for executing and monitoring Cyclo Clothing sales activities. Gather additional insights when losing or winning Sales Quotations.

*Improve Sales efficiency of the different sales methodologies for Leads and Opportunities by guiding Sales Representatives with tailored sales activities. Additional discounts will be granted to customers if they register products online in the official website.

*Enable Sales Teams to easily access important custom KPIs tailored to company needs when accessing Accounts Overview.

*Personalize Leads using In Apps extensibility options for improving Sales Teams user experience and adoption.

NEW QUESTION # 32

Which component does the system use as a search strategy to find valid condition records during pricing?

- A. Condition Type
- B. Condition Technique
- C. Pricing Procedure
- D. Access Sequence

Answer: C,D

NEW QUESTION # 33

What extension tool would be used to achieve this?

- A. Create a Mashup
- B. Apply a Webhook
- C. Create an Extension Field
- D. Apply a Validation Rule

Answer: A

NEW QUESTION # 34

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

Answer: D

NEW QUESTION # 35

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