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SAP C_C4H47_2503 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 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">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 4	<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 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"> • 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.

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q55-Q60):

NEW QUESTION # 55

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

Answer: B,D,E

NEW QUESTION # 56

As an Administrator, you are asked to change user interface texts for some standard applications. Which tool would you use to configure the texts?

- A. SAP Build App
- B. UI Adaptation
- C. Language Adaptation
- D. Branding

Answer: C

NEW QUESTION # 57

As an SAP Sales Cloud Version 2 Administrator, which of the following configurations can be done for Leads?

Note: There are 2 correct answers to this question.

- A. Create and manage custom Statuses
- B. Create and manage Forecast Categories
- C. Maintain Routing Rules
- D. Maintain Probability

Answer: A,C

NEW QUESTION # 58

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

Answer: A,B,C

NEW QUESTION # 59

Which are valid cards to be added to SAP Sales Cloud Version 2 Home Page? Note: There are 3 correct answers to this question.

- A. Forecast Tracker
- B. Learning Content
- C. Pins
- D. My Network
- E. Video Feed



Answer: A,C,D

NEW QUESTION # 60

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