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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	• 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 3	• 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 4	• 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 5	• 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 6	• 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 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	• 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.

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Real4Prep provides SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 (C_C4H47_2503) practice tests (desktop and web-based) to its valuable customers so they get the awareness of the SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 (C_C4H47_2503) certification exam format. Likewise, SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 (C_C4H47_2503) exam preparation materials for SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 (C_C4H47_2503) exam can be downloaded instantly after you make your purchase.

SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q27-Q32):

NEW QUESTION # 27

As an Administrator, which capability allows you to configure custom fields into the Lead Intelligence ML (Machine Learning) model?

- A. Manage Extensions
- B. Readiness Report
- **C. Manage ML Model**
- D. Train ML Model

Answer: C

NEW QUESTION # 28

When maintaining Account master data, where can you enter Payment Terms?

- A. In the Account General Data
- **B. In the Account Sales Data**
- C. In the Account Overview
- D. In the Account Hierarchy

Answer: B

NEW QUESTION # 29

Which of the following are the standard out-of-the-box Forecast Categories for Opportunities in SAP Sales Cloud Version 2? Note: There are 3 correct answers to this question.

- A. Forecasted
- **B. Committed**
- C. Expected
- **D. Pipeline**
- **E. Best Case**

Answer: B,D,E

NEW QUESTION # 30

What work center must a Sales Representative access to view the data visualizations produced by Relationship Intelligence?

- A. Guided Selling
- B. Playbooks
- C. Activity Manager
- **D. My Network**

Answer: D

NEW QUESTION # 31

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

Answer: B

NEW QUESTION # 32

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