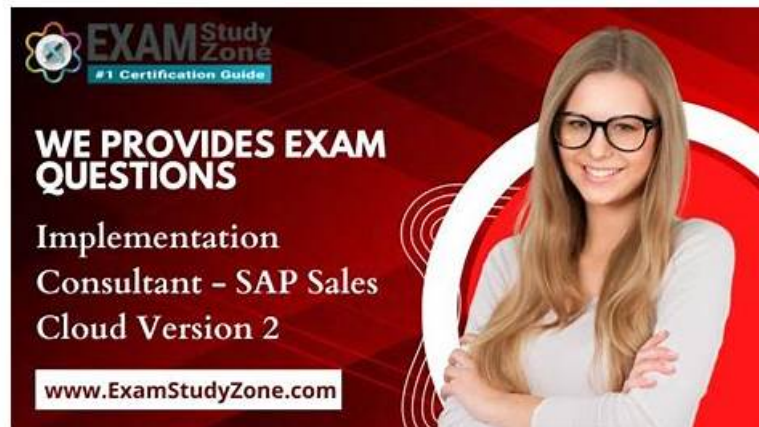


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SAP C-C4H47-2503 Exam Syllabus Topics:

Topic	Details
Topic 1	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 2	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 3	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 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	• 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.

SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q58-Q63):

NEW QUESTION # 58

As a Sales Manager, you want to create a Playbook for Opportunities.

Which of the following activity types can you create?

Note: There are 3 correct answers to this question.

- A. Appointment
- B. Call List
- C. Survey
- D. Update Field
- E. Email

Answer: A,C,E

NEW QUESTION # 59

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

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

Answer: D

NEW QUESTION # 60

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 Action to update field.
- D. Configure a Playbook with a mandatory Activity to update field.

Answer: C

NEW QUESTION # 61

As a Sales Manager, you want to create a Playbook for Leads and Opportunities.
How can the activities and actions for Playbooks be grouped?

Note: There are 2 correct answers to this question.

- A. Sales Phases for Leads
- **B. Status for Leads**
- C. Status for Opportunities
- **D. Sales Phases for Opportunities**

Answer: B,D

NEW QUESTION # 62

When using Deal Intelligence, what object is modeled by Machine Learning and used for scoring?

- A. Lead
- **B. Opportunity**
- C. Business text
- D. Quotation

Answer: B

NEW QUESTION # 63

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