

Exam C_C4H47_2503 Certification Cost, C_C4H47_2503 Free Pdf Guide

C_C4H47_2503

**SAP SALES CLOUD
VERSION 2
IMPLEMENTATION
CONSULTANT**



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SAP C_C4H47_2503 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<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 4	<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.
Topic 5	<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 6	<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 7	<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 8	<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 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.

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q52-Q57):

NEW QUESTION # 52

Every time the expected revenue is greater than 500,000 US dollars, you want the system to display a warning that an approval process must be applied for that opportunity.

How would you address this requirement?

Note: There are 2 correct answers to this question.

- **A. Create a condition to show a warning message based on a certain action**
- **B. Create a validation rule**

- C. Create a determination rule
- D. Create an action to show a warning message based on a certain condition

Answer: A,B

NEW QUESTION # 53

The VP of Sales wants to display important KPIs in the Account Overview. This KPI has to be taken from an external solution via a dedicated API.

Which setting can you configure to display the required KPI?

- A. Integration
- B. Custom Key Metrics
- C. Analytics
- D. Customer 360

Answer: B

NEW QUESTION # 54

You have to pitch the major differentiators of SAP Sales Cloud Version 2 compared to the previous version.

Which of the following would you describe as top advantages?

Note: There are 3 correct answers to this question.

- A. Direct access to the back end for faster issue resolution
- B. Free access to SAP expert guidance
- C. Fresh new User Experience with dynamic layouts and faster screen loading
- D. Modern platform that delivers higher speeds, higher availability, and higher agility
- E. Monthly releases that will help fill gaps faster

Answer: C,D,E

NEW QUESTION # 55

An Administrator has configured email channels for Sales Representatives to access when they are working directly in sales documents. What should the Sales Representatives expect when sending emails from the Lead email channel?

- A. Sales representatives can also access the Opportunity email channel.
- B. Sales representatives can also access the General email channel.
- C. Sales representatives should request access to use the Lead email channel.
- D. Sales representatives will not have access to the General email channel.

Answer: B

NEW QUESTION # 56

The customer you are currently supporting has recently bought the license for SAP Sales Cloud Version 2.

How can you help them start the procedure for the system provisioning?

- A. By following the Onboarding Guide on the SAP Help Portal
- B. By raising a Support Ticket
- C. By asking for support from product development
- D. By requesting admin access to their tenant

Answer: A

NEW QUESTION # 57

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