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**C\_C4H47\_2503**

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## SAP C\_C4H47\_2503 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 2	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 4	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 5	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 6	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 7	<ul style="list-style-type: none"> <li>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.</li> </ul>

## SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q28-Q33):

### NEW QUESTION # 28

You have been asked to configure a new pricing procedure for Opportunities and would like to create a determination rule for using it. Which data can be used when creating a pricing determination rule?

Note: There are 3 correct answers to this question.

- A. Document Type
- B. Division
- C. Sales Organization
- D. Sales Unit
- E. Product

**Answer: A,B,C**

### NEW QUESTION # 29

Best Run Bikes generates some of their Leads based on social media posts. They want to track the Leads that were generated from social media.

- A. Create a new Party Schema for Leads.
- B. Create a new Source for social media.
- C. Create a new Qualification for Leads.
- D. Create a new custom Status for social media.
- E. As an Administrator, which configuration would you use to achieve this?

**Answer: A**

#### **NEW QUESTION # 30**

As an Administrator, you need to create a new server connection in order to configure and use Relationship Intelligence with Office 365 mail server. What parameters must be registered in the Microsoft Azure Portal?

Note: There are 3 correct answers to this question.

- A. Server Communication Arrangement
- B. Certificate Key
- C. Certificate Token
- D. Server Tenant ID
- E. Certificate File

**Answer: B,D,E**

#### **NEW QUESTION # 31**

What are Playbooks for Leads and Opportunities?

- A. An autoflow tailored to Sales Managers and Sales Representatives
- B. A pre-defined, uncustomizable, set of actions supporting Sales Representatives
- C. A customizable set of activity and action proposals tailored to each sales phase in a sales cycle
- D. A new Low Code tool available in SAP Sales Cloud Version 2

**Answer: C**

#### **NEW QUESTION # 32**

Which is a valid assignment of pricing components in SAP Sales Cloud Version 2?

- A. A condition type is assigned to a condition table.
- B. An access sequence is assigned to a condition type.
- C. A condition table is assigned to a pricing procedure.
- D. A pricing procedure is assigned to an access sequence.

**Answer: C**

#### **NEW QUESTION # 33**

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