

Free PDF Quiz 2026 Accurate SAP C-C4H47-2503: SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Simulations Pdf



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SAP C-C4H47-2503 Exam Syllabus Topics:

Topic	Details
Topic 1	<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.
Topic 2	<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 3	<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 4	<ul style="list-style-type: none"> • 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 5	<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 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"> • 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.

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q24-Q29):

NEW QUESTION # 24

What are the key features of Guided Selling worklist?

Note: There are 3 correct answers to this question.

- A. Advanced filter
- B. KPI cards
- C. Kanban view
- D. Timeline
- E. Overview

Answer: A,C,E

NEW QUESTION # 25

Best Run Bikes and Cyclo Clothing follow different sales lifecycles for their Opportunities. As an Administrator for Best Run Bikes, which Opportunity configurations would you perform? Note: There are 2 correct answers to this question.

- A. Configure a new Sales Cycle with Sales Phases for Cyclo Clothing
- B. Configure Leads Intelligence for Cyclo Clothing
- C. Configure Sales Quote Approval for Cyclo Clothing
- D. Configure a new Document Type for Cyclo Clothing

Answer: A,D

NEW QUESTION # 26

What are the key use cases for MS Teams integration in SAP Sales Cloud Version 2?

Note: There are 3 correct answers to this question.

- A. Share Workspaces and Deal Room
- B. Create Tasks with MS Teams collaboration
- C. Share Library
- D. Make outbound calls
- E. Create Appointments with MS Teams collaboration

Answer: A,B,E

NEW QUESTION # 27

When running the Lead Scoring Readiness Check, what prerequisites are required to meet the readiness criteria?

- A. There must be a lead training model that has been trained and in active status.
- B. There must be a minimum of 1,000 leads in converted status and a minimum of 1,000 leads in declined status.
- C. There must be a minimum of 10,000 leads in converted status and a minimum of 10,000 leads in declined status.
- D. There must be dynamic and static factors created by the administrator.

Answer: B

NEW QUESTION # 28

As a Sales Manager, you want to create a Call List for your sales team. Which of the following entities can you add as participant?

Note: There are 3 correct answers to this question.

- A. Leads
- B. Target Groups
- C. Opportunities
- D. Accounts
- E. Contacts

Answer: A,B,E

NEW QUESTION # 29

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