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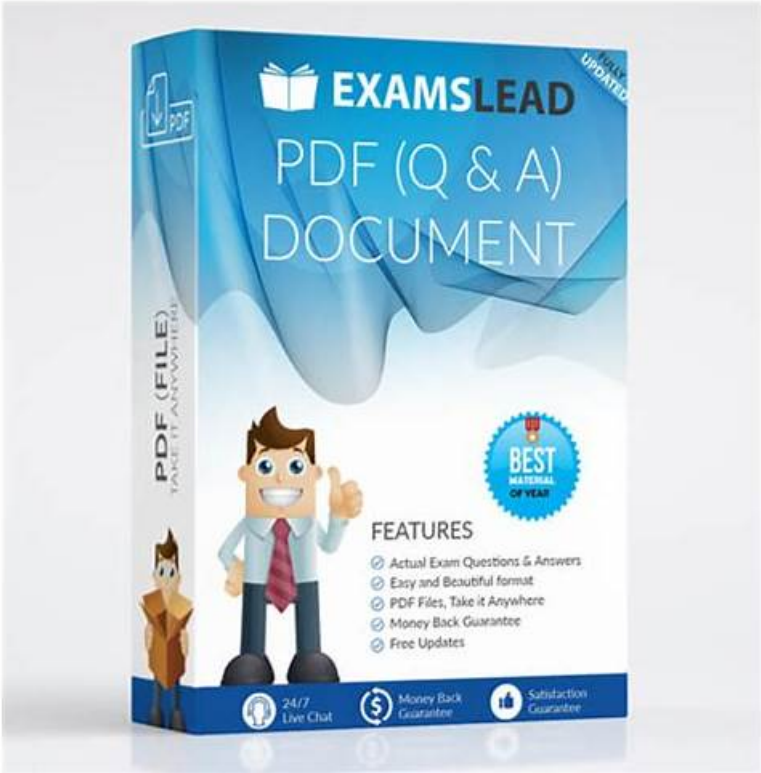

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SAP C-C4H47-2503 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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	• 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 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	• 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 5	• 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.

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q54-Q59):

NEW QUESTION # 54
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 Opportunities
- B. Status for Leads
- C. Sales Phases for Leads
- D. Status for Opportunities

Answer: A,B

NEW QUESTION # 55
What information is displayed under the Insight section of Lead Overview?
Note: There are 3 correct answers to this question.

- A. Score Trend
- B. Static Key Factors
- C. Calculated Key Factors
- D. Dynamic Key Factors
- E. Lead Conversion Trend

Answer: A,C,D

NEW QUESTION # 56
In the configuration settings, where would an Administrator enable Revenue Splitting?

- A. Pipeline Management and Forecasting

- B. Opportunities
- C. Sales Quotes
- D. Forecast Tracker

Answer: B

NEW QUESTION # 57
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 Leads Intelligence for Cyclo Clothing
- B. Configure Sales Quote Approval for Cyclo Clothing
- C. Configure a new Sales Cycle with Sales Phases for Cyclo Clothing
- D. Configure a new Document Type for Cyclo Clothing

Answer: C,D

NEW QUESTION # 58
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 should request access to use the Lead email channel.
- B. Sales representatives can also access the Opportunity email channel.
- C. Sales representatives will not have access to the General email channel.
- D. Sales representatives can also access the General email channel.

Answer: D

NEW QUESTION # 59
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The world is changing, so we should keep up with the changing world's step as much as possible. Our Getcertkey has been focusing on the changes of C-C4H47-2503 exam and studying in the exam, and now what we offer you is the most precious C-C4H47-2503 test materials. After you purchase our dump, we will inform you the C-C4H47-2503 update messages at the first time; this service is free, because when you purchase our study materials, you have bought all your C-C4H47-2503 exam related assistance.

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