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SAP C-C4H47-2503 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<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 4	<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 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.

>> C-C4H47-2503 Certification Sample Questions <<

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q21-Q26):

NEW QUESTION # 21

Which are valid cards to be added to SAP Sales Cloud Version 2 Home Page?

Note: There are 3 correct answers to this question.

- A. My Network
- B. Forecast Tracker
- C. Learning Content
- D. Pins
- E. Video Feed

Answer: A,B,D

NEW QUESTION # 22

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

Answer: D

NEW QUESTION # 23

As an Administrator, where can you find documentation about available APIs that could be leveraged for integrating SAP Sales

Cloud Version 2 with other SAP applications?

- A. SAP Discovery Center
- B. SAP Platform Integration
- C. SAP API Business Transformation Hub
- **D. SAP Business Accelerator Hub**

Answer: D

NEW QUESTION # 24

How can you prevent security risks while monitoring inactive users in SAP Sales Cloud Version 2?

- **A. By scheduling the dedicated auto sign out background job**
- B. By activating the auto log-off function
- C. By adapting the auto log-off time
- D. By assigning security policies to end users

Answer: A

NEW QUESTION # 25

As a Sales Representative, you are using Kanban view in Guided Selling.

When can you move Opportunities from one sales phase to another using the drag-and-drop feature?

- **A. When there is a green check mark beside the Opportunity.**
- B. When there is a yellow check mark beside the Opportunity.
- C. When there is a red check mark beside the Opportunity.
- D. When there is a blue check mark beside the Opportunity.

Answer: A

NEW QUESTION # 26

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