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

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

## SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q68-Q73):

### NEW QUESTION # 68

What extension tool would be used to achieve this?

- A. Apply a Webhook
- B. Apply a Validation Rule
- C. Create an Extension Field
- **D. Create a Mashup**

**Answer: D**

### NEW QUESTION # 69

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 Leads
- **B. Sales Phases for Opportunities**
- **C. Status for Leads**
- D. Status for Opportunities

**Answer: B,C**

### NEW QUESTION # 70

Which offering provides access to SAP Sales Cloud Version 2?

- **A. GROW with SAP package add-ons**
- B. SAP Business Technology Platform
- C. RISE with SAP
- D. GROW with SAP

**Answer: A**

#### NEW QUESTION # 71

You have been asked to maintain Products in SAP Sales Cloud Version 2. Which of the following settings are relevant? Note: There are 3 correct answers to this question.

- **A. Units of Measure**
- B. Product Classification
- **C. Number Range**
- D. Product Variants
- **E. Product Groups**

**Answer: A,C,E**

#### NEW QUESTION # 72

A new group of Business Users have to be created and granted read only access to sales entities, such as Leads, Opportunities and Sales Quotes for a specific Sales Area.

As an Administrator, which sequence of steps must be performed?

- A. Create the Business Users
- **B. Create the Employees**
- C. Create the Employees
- D. Create the Business Users

**Answer: B**

#### NEW QUESTION # 73

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