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## SAP C_C4H47_2503 Exam Syllabus Topics:

| Topic | Details |
|-------|---------|

| Topic 1 | • 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. |
|---|---|
| Topic 2 | • 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 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 | • 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 5 | • 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. |
| Topic 6 | • 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 7 | • 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 8 | • 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 9 | • 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 10 | • 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. |

# SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q37-Q42):

**NEW QUESTION # 37**

Best Run Bikes wants to maintain a reason for all the Sales Quotes that are either won or lost. As an Administrator, which configuration can you use to achieve this?

- A. Configure a Source for the Opportunity.
- B. Configure a custom Status for the Opportunity.
- C. Configure a Reason for Status.
- D. Configure a new Sales Cycle.

**Answer: C**

## NEW QUESTION # 38

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

**Answer: A**

## NEW QUESTION # 39

As an Administrator, which of the following Interaction filters can be displayed as part of Customer Insights for Accounts? Note: There are 3 correct answers to this question.

- A. Hugrank
- B. Chats
- C. Phone Calls
- D. Trend Analytics
- E. Emails

**Answer: B,C,E**

## NEW QUESTION # 40

You want to assign Leads that originate from source 'External Partner' to a sales employee.
Which setting do you use to achieve this?

- A. Party Schema
- B. Qualifications
- C. Lead Routing to Employee
- D. Status

**Answer: C**

## NEW QUESTION # 41

Which of the following are valid Functions that can be assigned to Organizational Units?
Note: There are 3 correct answers to this question.

- A. Sales Organization
- B. Distribution Channel
- C. Division
- D. Company
- E. Sales Office

**Answer: A,D,E**

## NEW QUESTION # 42

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