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SAP C_C4H47_2503 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 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	• 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 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	• 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 6	• 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 7	• 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 8	• 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 9	• 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 10	• 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.

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q62-Q67):

NEW QUESTION # 62
Best Run Bikes would like to apply their own Branding theme and background images to SAP Sales Cloud Version 2.
As an Administrator, which settings can you apply to address this request?
Note: There are 2 correct answers to this question.

- A. Home Page
- B. Branding
- C. Custom Layout
- D. Personalization

Answer: A,C,D

NEW QUESTION # 63
As an Administrator, you want to configure Opportunity for the mobile app. Which of the following configurations can be performed? Note: There are 3 correct answers to this question.

- A. Configure Opportunity status
- B. Add new fields from the list of available fields in Opportunity Header
- C. Rearrange fields using drag-and-drop feature
- D. Define fields that you want to see in the product add/edit form
- E. Configure Opportunity type

Answer: B,C,D

NEW QUESTION # 64
As an Administrator, you have configured mashups for your end users to leverage on the mobile application. What mashup settings can be toggled on by the end user in order to use them on their mobile device?
Note: There are 2 correct answers to this question.

- A. Lead mashup
- B. Quote mashup
- C. Guided Selling mashup
- D. Activity mashup

Answer: B,D

NEW QUESTION # 65
Which Machine Learning insight shows sentiment detection of surveys and emails?

- A. NLP Classification
- B. Business Text Intelligence
- C. Profanity Check
- D. Machine Translation

Answer: A

NEW QUESTION # 66
When maintaining Account master data, where can you enter Payment Terms?

- A. In the Account Hierarchy
- B. In the Account Sales Data
- C. In the Account Overview
- D. In the Account General Data

Answer: B

NEW QUESTION # 67
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