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SAP C-C4H47-2503 Exam Syllabus Topics:

Topic	Details

Topic 1	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 2	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 3	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	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 5	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.

SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q36-Q41):

NEW QUESTION # 36

When performing mobile administration, what setting should an Administrator configure in order to change the arrangement of fields that should appear in every contact card on the Contacts page?

- A. Tabs
- **B. List**
- C. Header
- D. Create

Answer: B

NEW QUESTION # 37

The VP of Sales wants to display important KPIs in the Account Overview. This KPI has to be taken from an external solution via a dedicated API.

Which setting can you configure to display the required KPI?

- A. Customer 360
- B. Analytics
- C. Integration
- **D. Custom Key Metrics**

Answer: D

NEW QUESTION # 38

Which is a valid assignment of pricing components in SAP Sales Cloud Version 2?

- **A. A condition table is assigned to a pricing procedure.**
- B. An access sequence is assigned to a condition type.

- C. A pricing procedure is assigned to an access sequence.
- D. A condition type is assigned to a condition table.

Answer: A

NEW QUESTION # 39

Which steps would you take to create a Call List so it can be executed and monitored via the Digital Selling Workspace?

- A. Define Key Objectives of Call List
- B. Create Call List
- **C. Create Call List**
- D. Define Key Objectives of Call List

Answer: C

NEW QUESTION # 40

In the configuration settings, where would an Administrator enable Revenue Splitting?

- **A. Opportunities**
- B. Forecast Tracker
- C. Pipeline Management and Forecasting
- D. Sales Quotes

Answer: A

NEW QUESTION # 41

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