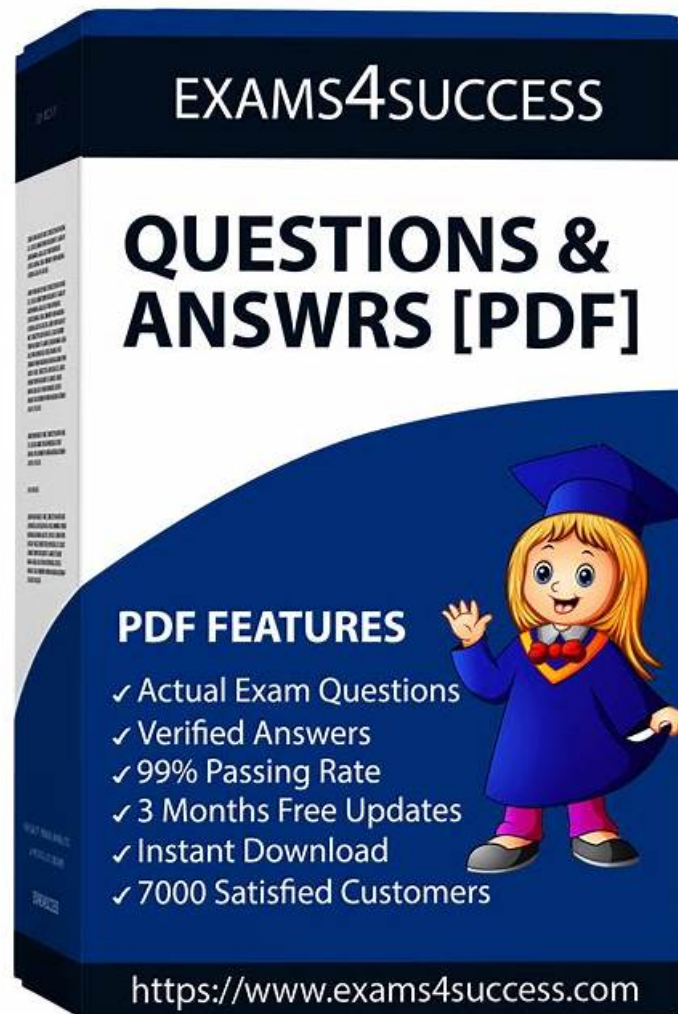


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SAP C-C4H47-2503 Exam Syllabus Topics:

Topic	Details
Topic 1	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 2	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.
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	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 5	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 6	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 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	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 9	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 10	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.

SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q49-Q54):

NEW QUESTION # 49

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

Answer: D

NEW QUESTION # 50

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

Answer: A,B,D

NEW QUESTION # 51

Which of the following features can be used to create scripts for Call Lists?

- A. Survey
- B. Task
- C. Phone Call
- **D. Playbook**

Answer: D

NEW QUESTION # 52

Best Run Bikes and Cyclo Clothing want to offer additional discounts to customers who sign up for their products online.

What type of product would you use for this scenario?

- A. Registered product
- B. Service product
- C. Finished product
- **D. Entitlement product**

Answer: D

NEW QUESTION # 53

When using Deal Intelligence, what object is modeled by Machine Learning and used for scoring?

- A. Business text
- **B. Opportunity**
- C. Lead
- D. Quotation

Answer: B

NEW QUESTION # 54

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