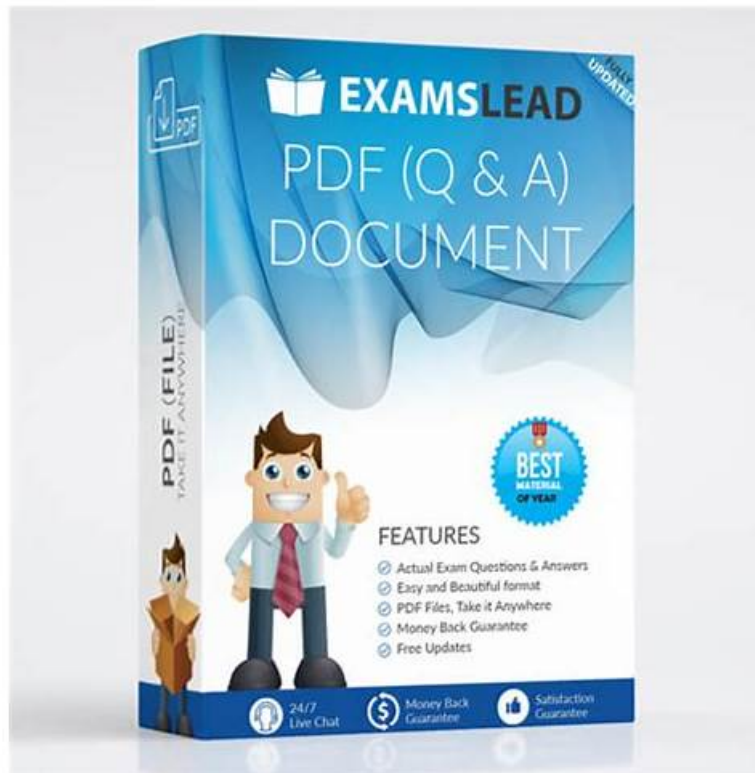


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SAP C-C4H47-2503 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">• 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 2	<ul style="list-style-type: none">• 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 3	<ul style="list-style-type: none">• 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	<ul style="list-style-type: none"> • 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	<ul style="list-style-type: none"> • 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 6	<ul style="list-style-type: none"> • 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	<ul style="list-style-type: none"> • 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	<ul style="list-style-type: none"> • 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	<ul style="list-style-type: none"> • 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 10	<ul style="list-style-type: none"> • 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.

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q16-Q21):

NEW QUESTION # 16

When maintaining Account master data, where can you enter Payment Terms?

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

Answer: A

NEW QUESTION # 17

What is the main differentiator between Validation and Determination rules?

- A. Validation rules create Error or Warning messages based on conditions, Determination rules calculate field values based on conditions
- B. Validation rules create Error or Warning messages based on conditions, Determination rules hide field values based on conditions
- C. Determination rules create Error or Warning messages based on conditions, Validation rules calculate field values based on conditions
- D. Validation rules always trigger Error or Warning messages, Determination rules calculate field values based on conditions

Answer: A

NEW QUESTION # 18

What are Playbooks for Leads and Opportunities?

- A. A new Low Code tool available in SAP Sales Cloud Version 2
- B. A pre-defined, uncustomizable, set of actions supporting Sales Representatives
- C. An autoflow tailored to Sales Managers and Sales Representatives
- D. A customizable set of activity and action proposals tailored to each sales phase in a sales cycle

Answer: D

NEW QUESTION # 19

As an Administrator, you want to configure a new Sales Order document type for your organization which can be created and replicated to SAP S/4HANA, and you can also receive updates from SAP S/4HANA to SAP Sales Cloud Version 2. Which Maintenance Mode do you need to configure for the new Sales Order document type?

- A. External
- B. Internal & External
- C. Internal Pricing
- D. Internal

Answer: B

NEW QUESTION # 20

What work center must a Sales Representative access to view the data visualizations produced by Relationship Intelligence?

- A. Activity Manager
- B. My Network
- C. Playbooks
- D. Guided Selling

Answer: B

NEW QUESTION # 21

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