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SAP C-C4H47-2503 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<ul style="list-style-type: none">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 3	<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 4	<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.
Topic 5	<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 6	<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.

SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q13-Q18):

NEW QUESTION # 13

Which of the following are the standard out-of-the-box Forecast Categories for Opportunities in SAP Sales Cloud Version 2? Note: There are 3 correct answers to this question.

- A. Expected
- B. Pipeline
- C. Forecasted
- D. Committed
- E. Best Case

Answer: B,D,E

NEW QUESTION # 14

The customer you are currently supporting has recently bought the license for SAP Sales Cloud Version 2. How can you help them start the procedure for the system provisioning?

- A. By requesting admin access to their tenant
- B. By asking for support from product development
- **C. By following the Onboarding Guide on the SAP Help Portal**
- D. By raising a Support Ticket

Answer: C

NEW QUESTION # 15

A User is no longer able to access SAP Sales Cloud Version 2, due to too many failed log-in attempts. As an Administrator, how can you fix the issue?

- A. Unlock the respective User and reset the password
- B. Assign a new security policy and unlock the User
- **C. Reset the password for the affected User**
- D. Unlock the employee and the respective password

Answer: C

NEW QUESTION # 16

What feature can you use for increasing the level of login protection for end user passwords?

- **A. Identity Provider**
- B. Security Policy
- C. Content Security Policy
- D. Business Role

Answer: A

NEW QUESTION # 17

Best Run Bikes and Cyclo Clothing follow different sales lifecycles for their Opportunities. As an Administrator for Best Run Bikes, which Opportunity configurations would you perform? Note: There are 2 correct answers to this question.

- **A. Configure a new Document Type for Cyclo Clothing**
- B. Configure Sales Quote Approval for Cyclo Clothing
- C. Configure Leads Intelligence for Cyclo Clothing
- **D. Configure a new Sales Cycle with Sales Phases for Cyclo Clothing**

Answer: A,D

NEW QUESTION # 18

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