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SAP C-C4H47-2503 Exam Syllabus Topics:

Topic	Details
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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	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 3	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 4	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 5	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 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.

SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q18-Q23):

NEW QUESTION # 18

As an SAP Sales Cloud Version 2 Administrator, which of the following configurations can be done for Leads?

Note: There are 2 correct answers to this question.

- A. Maintain Routing Rules
- B. Create and manage custom Statuses
- C. Maintain Probability
- D. Create and manage Forecast Categories

Answer: A,B

NEW QUESTION # 19

As an Administrator, where can you find documentation about available APIs that could be leveraged for integrating SAP Sales Cloud Version 2 with other SAP applications?

- A. SAP API Business Transformation Hub
- B. SAP Platform Integration
- C. SAP Discovery Center
- D. SAP Business Accelerator Hub

Answer: D

NEW QUESTION # 20

Which Machine Learning insight shows sentiment detection of surveys and emails?

- A. NLP Classification
- B. Machine Translation

- C. Business Text Intelligence
- D. Profanity Check

Answer: A

NEW QUESTION # 21

You have been asked to maintain Products in SAP Sales Cloud Version 2. Which of the following settings are relevant? Note: There are 3 correct answers to this question.

- A. Product Groups
- B. Number Range
- C. Product Variants
- D. Units of Measure
- E. Product Classification

Answer: A,B,D

NEW QUESTION # 22

Which of the following are valid Functions that can be assigned to Organizational Units?

Note: There are 3 correct answers to this question.

- A. Distribution Channel
- B. Sales Office
- C. Company
- D. Sales Organization
- E. Division

Answer: B,C,D

NEW QUESTION # 23

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