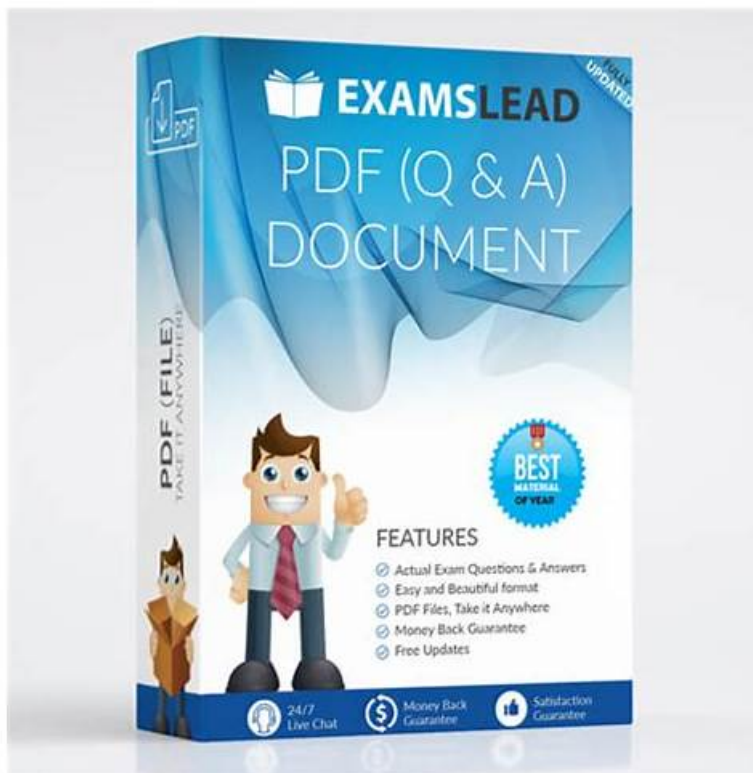


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SAP C-C4H47-2503 Exam Syllabus Topics:

Topic	Details

Topic 1	• 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 2	• 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 3	• 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 4	• 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 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.
Topic 6	• 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 7	• 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 8	• 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 9	• 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 (Q60-Q65):

NEW QUESTION # 60

As a Sales Representative, you are using Kanban view in Guided Selling.

When can you move Opportunities from one sales phase to another using the drag-and-drop feature?

- A. When there is a red check mark beside the Opportunity.
- B. When there is a blue check mark beside the Opportunity.
- C. When there is a green check mark beside the Opportunity.
- D. When there is a yellow check mark beside the Opportunity.

Answer: C

NEW QUESTION # 61

As an Administrator, you want to configure Opportunity for the mobile app. Which of the following configurations can be performed? Note: There are 3 correct answers to this question.

- A. Rearrange fields using drag-and-drop feature
- B. Define fields that you want to see in the product add/edit form
- C. Configure Opportunity type
- D. Add new fields from the list of available fields in Opportunity Header
- E. Configure Opportunity status

Answer: A,B,D

NEW QUESTION # 62

As an Administrator, you are asked to change user interface texts for some standard applications. Which tool would you use to configure the texts?

- A. UI Adaptation
- B. Branding
- C. Language Adaptation
- D. SAP Build App

Answer: C

NEW QUESTION # 63

Sales Managers at Best Run Bikes and Cyclo Clothing now require all Sales Representatives to schedule a meeting for the contract negotiation with the customer while qualifying an Opportunity when the deal size is more than 200,000 US How will you achieve this using Playbook?

Note: There are 2 correct answers to this question.

- A. Configure a rule for Expected Value
- B. Configure a mandatory Activity of type Appointment for the relevant Sales Phase
- C. Configure a rule for Negotiated Value
- D. Configure an Activity of type Appointment for the relevant Sales Phase

Answer: A,B

NEW QUESTION # 64

What Administrator feature involves tracking and reviewing email communications?

- A. Email Monitoring
- B. Activity Monitoring
- C. Email Analyzer
- D. Activity Manager

Answer: A

NEW QUESTION # 65

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