

C-C4H47-2503 Test Online - 2025 SAP C-C4H47-2503 First-grade New Exam Format



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SAP C-C4H47-2503 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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 3	• 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 4	• 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 5	• 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 6	• 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 7	• 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 8	• 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.

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SAP C-C4H47-2503 Exam | C-C4H47-2503 Test Online - High-effective Company for C-C4H47-2503: SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Exam

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q11-Q16):

NEW QUESTION # 11

Best Run Bikes generates some of their Leads based on social media posts. They want to track the Leads that were generated from social media.

- A. Create a new Source for social media.
- B. As an Administrator, which configuration would you use to achieve this?
- C. Create a new custom Status for social media.
- D. Create a new Qualification for Leads.
- E. Create a new Party Schema for Leads.

Answer: E

NEW QUESTION # 12

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

Answer: A

NEW QUESTION # 13

When running the Lead Scoring Readiness Check, what prerequisites are required to meet the readiness criteria?

- A. There must be dynamic and static factors created by the administrator.
- **B. There must be a minimum of 1,000 leads in converted status and a minimum of 1,000 leads in declined status.**
- C. There must be a lead training model that has been trained and in active status.
- D. There must be a minimum of 10,000 leads in converted status and a minimum of 10,000 leads in declined status.

Answer: B

NEW QUESTION # 14

Which is a valid assignment of pricing components in SAP Sales Cloud Version 2?

- A. An access sequence is assigned to a condition type.
- **B. A condition table is assigned to a pricing procedure.**
- C. A pricing procedure is assigned to an access sequence.
- D. A condition type is assigned to a condition table.

Answer: B

NEW QUESTION # 15

What Administrator feature involves tracking and reviewing email communications?

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

Answer: B

NEW QUESTION # 16

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