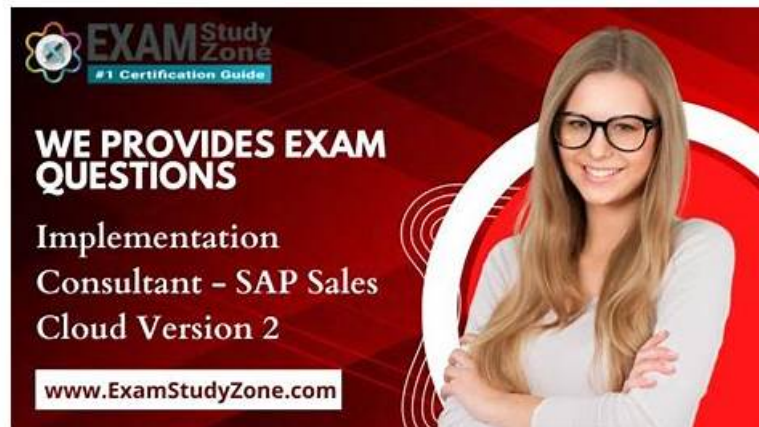


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SAP C-C4H47-2503 Exam Syllabus Topics:

Topic	Details
Topic 1	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 2	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 3	• 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 4	• 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 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	• 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 7	• 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 8	• 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 9	• 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.

SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q79-Q84):

NEW QUESTION # 79

Administrators can define default attributes when Appointments are created by end-users in SAP Sales Cloud Version 2. Which attributes can be defined by Administrators when maintaining General Settings for Appointments? Note: There are 3 correct answers to this question.

- A. Category
- B. Status
- C. Duration
- D. Teams Meeting
- E. Priority

Answer: A,B,C

NEW QUESTION # 80

You want to assign Leads that originate from source 'External Partner' to a sales employee. Which setting do you use to achieve this?

- A. Status
- B. Party Schema
- C. Lead Routing to Employee
- D. Qualifications

Answer: C

NEW QUESTION # 81

In the configuration settings, where would an Administrator enable Revenue Splitting?

- A. Sales Quotes
- B. Pipeline Management and Forecasting
- C. Opportunities
- D. Forecast Tracker

Answer: C

NEW QUESTION # 82

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

Answer: A,D

NEW QUESTION # 83

Which template types are available to use when creating email templates in SAP Sales Cloud Version 2? Note: There are 3 correct answers to this question.

- A. Complaint
- B. Request
- C. Campaign
- D. Response
- E. Signature

Answer: C,D,E

NEW QUESTION # 84

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