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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	• 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 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	• 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 5	• 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 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.
Topic 7	• 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 8	• 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 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.

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q28-Q33):

NEW QUESTION # 28
What Administrator feature involves tracking and reviewing email communications?

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

Answer: D

NEW QUESTION # 29

Which of the following are key enhancements of Lead Management in SAP Sales Cloud Version 2? Note: There are 3 correct answers to this question.

- A. Ability to identify the right Leads, working through the sales cycle across various phases.
- B. Interactive list view with elements like quick filters and KPI graphs.
- C. Insights that predict the likelihood of a Lead getting converted.
- D. Optimized details page showcasing all of the relevant information in an easy-to-consume format.
- E. Ability to manage accounts with Guided Selling.

Answer: A,C,D

NEW QUESTION # 30
Which of the following features can be used to create scripts for Call Lists?

- A. Playbook
- B. Task
- C. Phone Call
- D. Survey

Answer: A

NEW QUESTION # 31
Every time the expected revenue is greater than 500,000 US dollars, you want the system to display a warning that an approval process must be applied for that opportunity.
How would you address this requirement?
Note: There are 2 correct answers to this question.

- A. Create a validation rule
- B. Create a condition to show a warning message based on a certain action
- C. Create an action to show a warning message based on a certain condition
- D. Create a determination rule

Answer: A,B

NEW QUESTION # 32
The VP of Sales wants to display important KPIs in the Account Overview. This KPI has to be taken from an external solution via a dedicated API.
Which setting can you configure to display the required KPI?

- A. Analytics
- B. Customer 360
- C. Custom Key Metrics
- D. Integration

Answer: C

NEW QUESTION # 33
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