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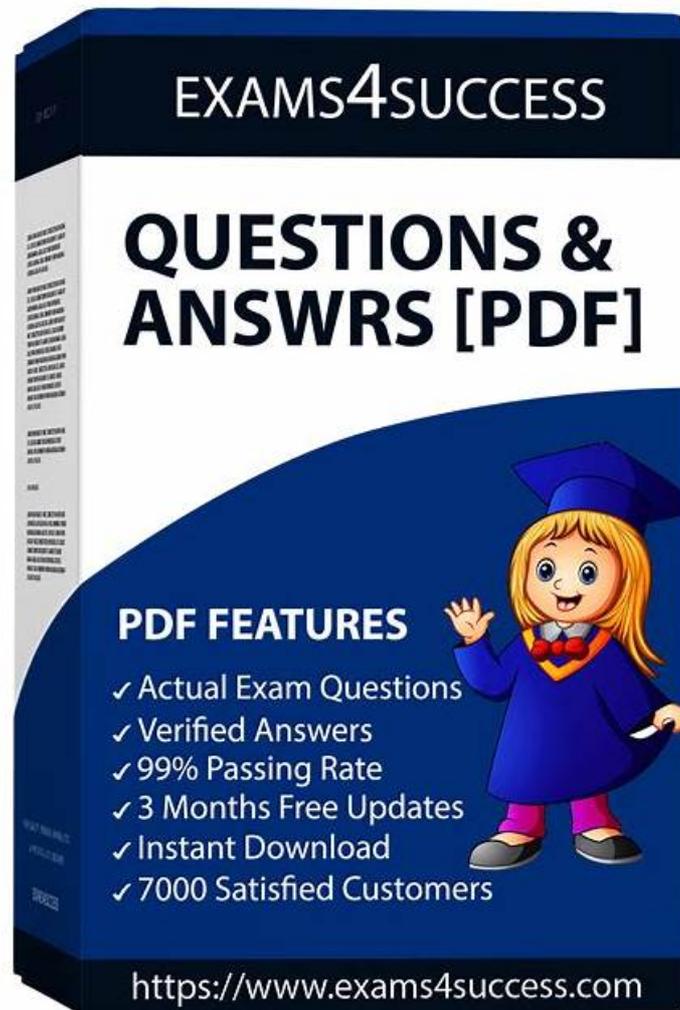
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Quiz 2026 SAP Useful C_C4H47_2503: SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Original Questions

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SAP C_C4H47_2503 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 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	• 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 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	• 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.

SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q31-Q36):

NEW QUESTION # 31
Which options are provided for grouping your aggregated totals when configuring KPI Definitions in SAP Sales Cloud Version 2?
Note: There are 2 correct answers to this question.

- A. Sum by Expected Value
- B. Cumulative Sum by Expected Value
- C. Sum by Forecast Category
- D. Cumulative Sum Across Forecast Categories

Answer: C,D

NEW QUESTION # 32
Which steps would you take to create a Call List so it can be executed and monitored via the Digital Selling Workspace?

- A. Define Key Objectives of Call List
- B. Create Call List
- C. Create Call List
- D. Define Key Objectives of Call List

Answer: B

NEW QUESTION # 33

As an Administrator, which of the following can be configured for displaying the Guided Selling Score?
Note: There are 2 correct answers to this question.

- A. Probability
- B. Lead Score
- C. Opportunity Score
- D. Sales Phases

Answer: B,C

NEW QUESTION # 34

As an Administrator, which capability allows you to configure custom fields into the Lead Intelligence ML (Machine Learning) model?

- A. Manage Extensions
- B. Train ML Model
- C. Readiness Report
- D. Manage ML Model

Answer: D

NEW QUESTION # 35

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

Answer: A,C,E

NEW QUESTION # 36

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