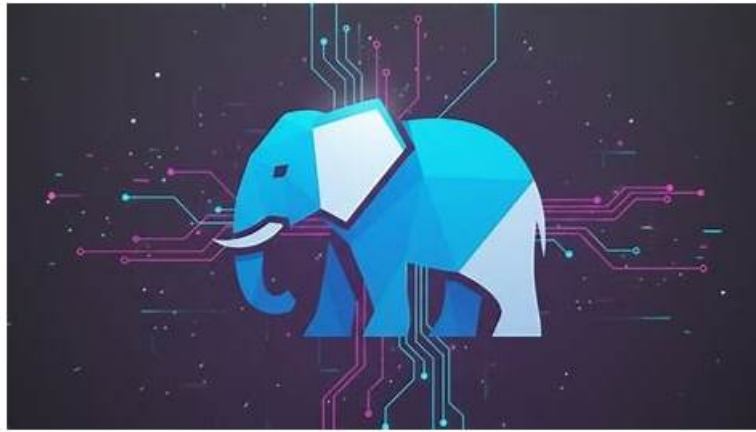


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SAP C_C4H47_2503 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">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 2	<ul style="list-style-type: none">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 3	<ul style="list-style-type: none">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	<ul style="list-style-type: none">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	<ul style="list-style-type: none">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 6	<ul style="list-style-type: none"> • 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 7	<ul style="list-style-type: none"> • 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.

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q66-Q71):

NEW QUESTION # 66

As a Sales Manager, you want to create a Call List for your sales team. Which of the following entities can you add as participant?
Note: There are 3 correct answers to this question.

- A. Contacts
- B. Leads
- C. Accounts
- D. Opportunities
- E. Target Groups

Answer: A,B,E

NEW QUESTION # 67

An Administrator has configured email channels for Sales Representatives to access when they are working directly in sales documents. What should the Sales Representatives expect when sending emails from the Lead email channel?

- A. Sales representatives can also access the General email channel.
- B. Sales representatives can also access the Opportunity email channel.
- C. Sales representatives will not have access to the General email channel.
- D. Sales representatives should request access to use the Lead email channel.

Answer: A

NEW QUESTION # 68

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 yellow 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 red check mark beside the Opportunity.

Answer: C

NEW QUESTION # 69

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. Rearrange fields using drag-and-drop feature
- C. Add new fields from the list of available fields in Opportunity Header
- D. Configure Opportunity status
- E. Configure Opportunity type

Answer: A,B,C

NEW QUESTION # 70

Which option is available if you need to migrate objects not supported by the standard integrations?

- A. Standard REST API
- B. Data Import and Export Tool
- C. Data Workbench
- D. Business Accelerator Hub APIs

Answer: C

NEW QUESTION # 71

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