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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	• 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	• 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 4	• 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 5	• 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 6	• 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 7	• 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 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 Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q46-Q51):

NEW QUESTION # 46
When configuring Appointments, which categories are provided as system defaults and cannot be deleted? Note: There are 2 correct answers to this question.

- A. Outbound Phone Call
- B. Task
- C. Inbound Phone Call
- D. Meeting

Answer: A,D

NEW QUESTION # 47

What is a benefit of assigning Playbooks to Leads based on an existing list of Account IDs?

- A. Any newly created Accounts will automatically have Leads created based on the Playbook.
- B. Any newly created Lead associated with the listed Account will automatically receive suggestions from the Playbook.
- C. Any newly created Lead associated with the listed Account will automatically be created with the same Source as the last Lead created.
- D. Any newly created Lead associated with the listed Account will automatically be converted into Opportunities.

Answer: B

NEW QUESTION # 48

You have been asked to maintain Products in SAP Sales Cloud Version 2. Which of the following settings are relevant? Note: There are 3 correct answers to this question.

- A. Number Range
- B. Product Variants
- C. Units of Measure
- D. Product Groups
- E. Product Classification

Answer: A,C,D

NEW QUESTION # 49

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

Answer: A,B,C

NEW QUESTION # 50

As a Sales Manager, you want to create a Playbook for Leads and Opportunities.
How can the activities and actions for Playbooks be grouped?
Note: There are 2 correct answers to this question.

- A. Status for Leads
- B. Sales Phases for Opportunities
- C. Status for Opportunities
- D. Sales Phases for Leads

Answer: A,B

NEW QUESTION # 51

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