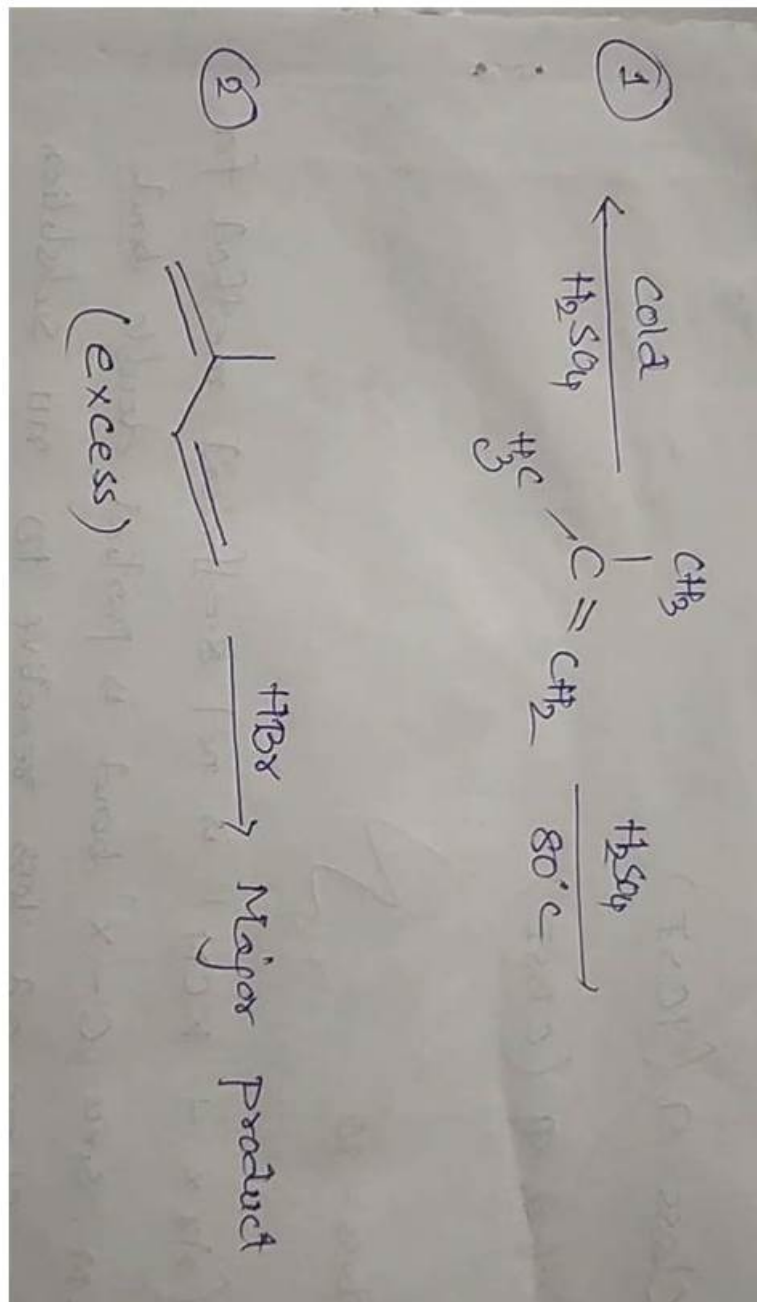


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### SAP C\_C4H47\_2503 Exam Syllabus Topics:

Topic	Details

Topic 1	<ul style="list-style-type: none"> <li>• <b>General, Company, Users, and Control Settings:</b> 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.</li> </ul>
Topic 2	<ul style="list-style-type: none"> <li>• <b>Introduction to SAP Sales Cloud Version 2:</b> 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.</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>• <b>Mobile App:</b> 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.</li> </ul>
Topic 4	<ul style="list-style-type: none"> <li>• <b>Playbook, Digital Selling Workspace, and Guided Selling:</b> 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.</li> </ul>
Topic 5	<ul style="list-style-type: none"> <li>• <b>Activities Management:</b> 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.</li> </ul>
Topic 6	<ul style="list-style-type: none"> <li>• <b>Master Data:</b> 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.</li> </ul>
Topic 7	<ul style="list-style-type: none"> <li>• <b>SAP Sales Cloud Version 2 in App and Side-by-Side Extensibility:</b> 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.</li> </ul>

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## SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q12-Q17):

### NEW QUESTION # 12

Best Run Bikes wants to maintain a reason for all the Sales Quotes that are either won or lost. As an Administrator, which configuration can you use to achieve this?

- A. Configure a new Sales Cycle.
- **B. Configure a Reason for Status.**
- C. Configure a custom Status for the Opportunity.
- D. Configure a Source for the Opportunity.

**Answer: B**

### NEW QUESTION # 13

Which GenAI (Generative AI) capabilities are available in SAP Sales Cloud Version 2?

Note: There are 3 correct answers to this question.

- A. Lead Booster
- B. Product Recommendation
- C. Survey Trend Summary
- D. Lead Intelligence
- E. Account Synopsis

**Answer: C,D,E**

### NEW QUESTION # 14

When using Deal Intelligence, what object is modeled by Machine Learning and used for scoring?

- A. Lead
- B. Opportunity
- C. Quotation
- D. Business text

**Answer: B**

### NEW QUESTION # 15

Which is a valid assignment of pricing components in SAP Sales Cloud Version 2?

- A. A condition table is assigned to a pricing procedure.
- B. An access sequence is assigned to a condition type.
- C. A pricing procedure is assigned to an access sequence.
- D. A condition type is assigned to a condition table.

**Answer: A**

### NEW QUESTION # 16

When running the Lead Scoring Readiness Check, what prerequisites are required to meet the readiness criteria?

- A. There must be a lead training model that has been trained and in active status.
- B. There must be a minimum of 10,000 leads in converted status and a minimum of 10,000 leads in declined status.
- C. There must be a minimum of 1,000 leads in converted status and a minimum of 1,000 leads in declined status.
- D. There must be dynamic and static factors created by the administrator.

**Answer: C**

### NEW QUESTION # 17

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