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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	• 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	• 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	• 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 5	• 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 6	• 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 7	• 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 8	• 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.

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q17-Q22):

NEW QUESTION # 17
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 be created with the same Source as the last Lead created.
- C. Any newly created Lead associated with the listed Account will automatically be converted into Opportunities.
- D. Any newly created Lead associated with the listed Account will automatically receive suggestions from the Playbook.

Answer: D

NEW QUESTION # 18
What feature of SAP Sales Cloud Version 2 provides Sales Representative with predictive insights?

- A. Dynamic Playbook

- B. Machine Learning
- C. Guided Selling
- D. Customer Insights

Answer: B

NEW QUESTION # 19
When configuring Appointments, which categories are provided as system defaults and cannot be deleted? Note: There are 2 correct answers to this question.

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

Answer: B,C

NEW QUESTION # 20
Which of the following options can be considered a Side-by-Side extension of SAP Sales Cloud Version 2?

- A. Enhancing the code baseline without modifying the standard
- B. Extending standard delivered applications
- C. Embedding custom modules created in SAP Build App
- D. Adding custom fields on existing entities

Answer: A

NEW QUESTION # 21
Administrators can define default attributes when Appointments are created by end-users in SAP Sales Cloud Version 2. Which attributes can be defined by Administrators when maintaining General Settings for Appointments? Note: There are 3 correct answers to this question.

- A. Priority
- B. Teams Meeting
- C. Duration
- D. Status
- E. Category

Answer: C,D,E

NEW QUESTION # 22
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