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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	• 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 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	• 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 6	• 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 7	• 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 8	• 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 9	• 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 10	• 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.

SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q73-Q78):

NEW QUESTION # 73
What are Playbooks for Leads and Opportunities?

- A. A pre-defined, uncustomizable, set of actions supporting Sales Representatives
- B. A new Low Code tool available in SAP Sales Cloud Version 2
- C. A customizable set of activity and action proposals tailored to each sales phase in a sales cycle

- D. An autoflow tailored to Sales Managers and Sales Representatives

Answer: C

NEW QUESTION # 74

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

Answer: D

NEW QUESTION # 75

A User is no longer able to access SAP Sales Cloud Version 2, due to too many failed log-in attempts. As an Administrator, how can you fix the issue?

- A. Unlock the respective User and reset the password
- B. Reset the password for the affected User
- C. Assign a new security policy and unlock the User
- D. Unlock the employee and the respective password

Answer: B

NEW QUESTION # 76

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 converted into Opportunities.
- D. Any newly created Lead associated with the listed Account will automatically be created with the same Source as the last Lead created.

Answer: B

NEW QUESTION # 77

What is the main differentiator between Validation and Determination rules?

- A. Validation rules create Error or Warning messages based on conditions, Determination rules calculate field values based on conditions
- B. Validation rules create Error or Warning messages based on conditions, Determination rules hide field values based on conditions
- C. Determination rules create Error or Warning messages based on conditions, Validation rules calculate field values based on conditions
- D. Validation rules always trigger Error or Warning messages, Determination rules calculate field values based on conditions

Answer: A

NEW QUESTION # 78

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