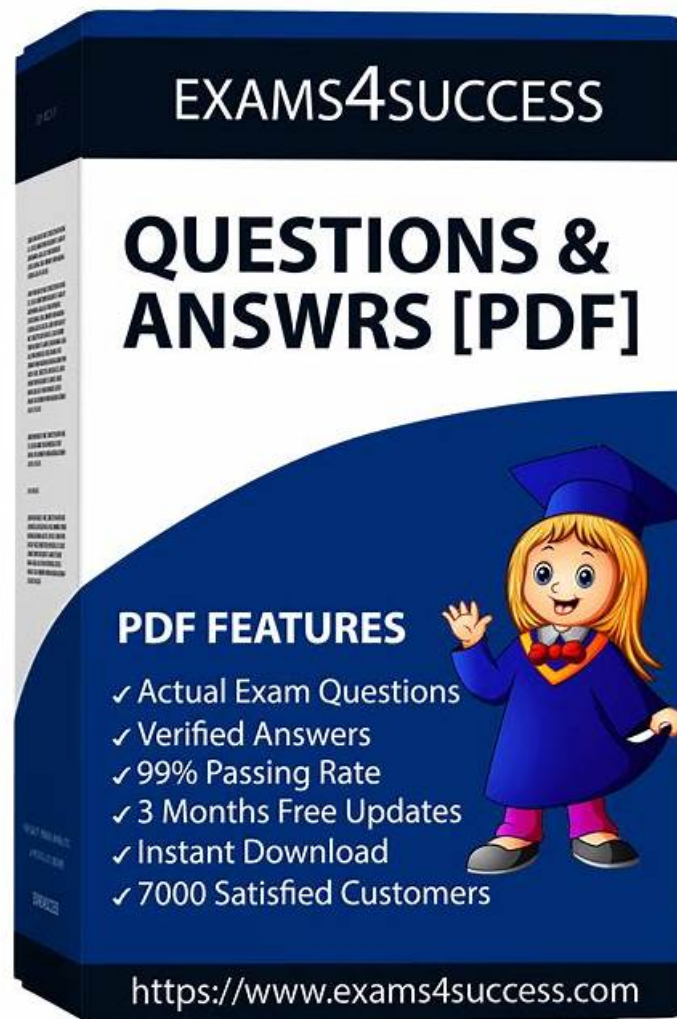


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SAP C-C4H47-2503 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<ul style="list-style-type: none">• 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	<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 4	<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.
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">• 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	<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 8	<ul style="list-style-type: none">• 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.

SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q51-Q56):

NEW QUESTION # 51

Which Machine Learning insight shows sentiment detection of surveys and emails?

- A. Business Text Intelligence
- B. Machine Translation
- C. Profanity Check
- D. NLP Classification

Answer: D

NEW QUESTION # 52

Every time the expected revenue is greater than 500,000 US dollars, you want the system to display a warning that an approval process must be applied for that opportunity.

How would you address this requirement?

Note: There are 2 correct answers to this question.

- A. Create a condition to show a warning message based on a certain action
- B. Create an action to show a warning message based on a certain condition
- C. Create a determination rule
- D. Create a validation rule

Answer: A,D

NEW QUESTION # 53

As an Administrator, where can you find documentation about available APIs that could be leveraged for integrating SAP Sales Cloud Version 2 with other SAP applications?

- A. SAP API Business Transformation Hub
- B. SAP Discovery Center
- C. SAP Business Accelerator Hub
- D. SAP Platform Integration

Answer: C

NEW QUESTION # 54

How can you prevent security risks while monitoring inactive users in SAP Sales Cloud Version 2?

- A. By activating the auto log-off function
- B. By adapting the auto log-off time
- C. By scheduling the dedicated auto sign out background job
- D. By assigning security policies to end users

Answer: C

NEW QUESTION # 55

Which options are provided for grouping your aggregated totals when configuring KPI Definitions in SAP Sales Cloud Version 2?

Note: There are 2 correct answers to this question.

- A. Cumulative Sum Across Forecast Categories
- B. Cumulative Sum by Expected Value
- C. Sum by Expected Value
- D. Sum by Forecast Category

Answer: A,D

NEW QUESTION # 56

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