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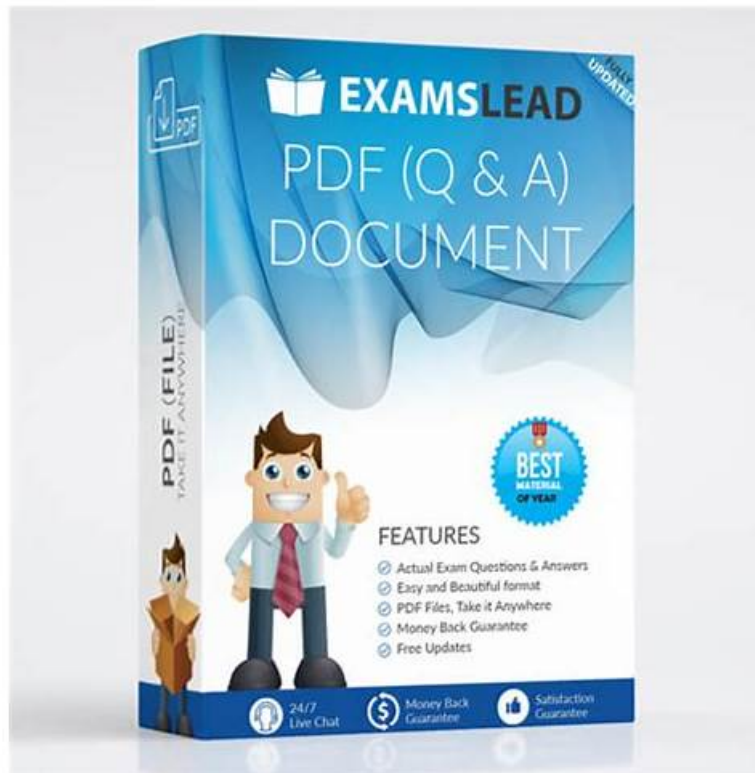

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SAP C-C4H47-2503 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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 3	• 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 4	• 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 5	• 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.

SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q19-Q24):

NEW QUESTION # 19
As a Sales Representative, you want to access all your to-do items such as Tasks, Leads, Opportunities, and Call Lists in a single place. What capability in SAP Sales Cloud Version 2 enables this?

- A. Guided Selling Workspace
- B. Activity Manager
- C. Digital Selling Workspace
- D. Task Manager

Answer: C

NEW QUESTION # 20
When logged into Mobile Administration, which header and list fields can be configured to meet business requirements?
Note: There are 3 correct answers to this question.

- A. Task header layout
- B. Target group list fields
- C. Lead list fields
- D. Home page cards
- E. Call list fields

Answer: C,D,E

NEW QUESTION # 21
As a Sales Representative, you are using Kanban view in Guided Selling.

When can you move Opportunities from one sales phase to another using the drag-and-drop feature?

- A. When there is a blue check mark beside the Opportunity.
- B. When there is a red check mark beside the Opportunity.
- C. When there is a green check mark beside the Opportunity.
- D. When there is a yellow check mark beside the Opportunity.

Answer: C

NEW QUESTION # 22

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

Answer: B,D

NEW QUESTION # 23

In the configuration settings, where would an Administrator enable Revenue Splitting?

- A. Pipeline Management and Forecasting
- B. Opportunities
- C. Forecast Tracker
- D. Sales Quotes

Answer: B

NEW QUESTION # 24

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