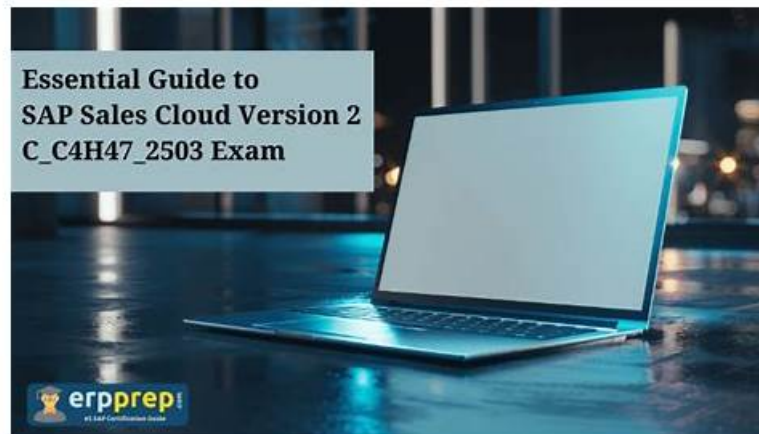# C-C4H47-2503 Latest Test Guide & C-C4H47-2503 New Exam Materials

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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	• 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 3	• 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	• 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 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.
Topic 6	• 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.

SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q72-Q77):

NEW QUESTION # 72

When performing mobile administration, what setting should an Administrator configure in order to change the arrangement of fields that should appear in every contact card on the Contacts page?

- A. Header
- B. Tabs
- C. List
- D. Create

Answer: C

NEW QUESTION # 73

Best Run Bikes and Cyclo Clothing want to offer additional discounts to customers who sign up for their products online.
What type of product would you use for this scenario?

- A. Service product
- B. Registered product
- C. Entitlement product
- D. Finished product

Answer: C

NEW QUESTION # 74

Which option is available if you need to migrate objects not supported by the standard integrations?

- A. Standard REST API
- B. Data Import and Export Tool
- C. Business Accelerator Hub APIs
- D. Data Workbench

Answer: D

NEW QUESTION # 75

Best Run Bikes and Cyclo Clothing follow different sales lifecycles for their Opportunities. As an Administrator for Best Run Bikes, which Opportunity configurations would you perform? Note: There are 2 correct answers to this question.

- A. Configure a new Document Type for Cyclo Clothing
- B. Configure Sales Quote Approval for Cyclo Clothing
- C. Configure a new Sales Cycle with Sales Phases for Cyclo Clothing
- D. Configure Leads Intelligence for Cyclo Clothing

Answer: A,C

NEW QUESTION # 76
Which of the following are the standard out-of-the-box Forecast Categories for Opportunities in SAP Sales Cloud Version 2? Note: There are 3 correct answers to this question.

- A. Pipeline
- B. Expected
- C. Best Case
- D. Forecasted
- E. Committed

Answer: A,C,E

NEW QUESTION # 77
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