

# Real SAP C\_C4H47\_2503 Exam Questions with Verified Answers



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## SAP C\_C4H47\_2503 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 3	<ul style="list-style-type: none"><li>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.</li></ul>

Topic 4	<ul style="list-style-type: none"> <li>• 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.</li> </ul>
Topic 5	<ul style="list-style-type: none"> <li>• 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.</li> </ul>

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### SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q45-Q50):

#### NEW QUESTION # 45

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

**Answer: B,D**

#### NEW QUESTION # 46

Which of the following options represents a valid Master Data entity for a B2B scenario in SAP Sales Cloud Version 2?  
Note: There are 2 correct answers to this question.

- A. Individual Customer
- **B. Account**
- **C. Contact**
- D. Group

**Answer: B,C**

Explanation:

Topic 1, Scenario - Best Run Bikes

Scenario - Best Run Bikes

Best Run Bikes designs and manufactures bicycles, components, and apparel. After acquiring Cyclo Clothing, they launched a new sales division. Previously managing customers a spreadsheets, the VP of Sales now seeks better visibility into customers, the sales pipeline, and structured processes to shorten sales cycles. You are part of the project team implementing SAP Sales Cloud Version 2 and you have been asked to address some specific business requirements as listed below:

\*Reflect the renewed Company Theme and Branding in SAP Sales Cloud Version 2.

\*Prepare, clean, and transfer Account master data for Cyclo Clothing and Best Run Bikes' into the new SAP Sales Cloud Version 2 system.

\*Define specific Opportunity documents for executing and monitoring Cyclo Clothing sales activities. Gather additional insights when losing or winning Sales Quotations.

- \*Improve Sales efficiency of the different sales methodologies for
- \*Prepare, clean, and transfer Account master data for Cyclo Clothing and Best Run Bikes' into the new SAP Sales Cloud Version 2 system.
- \*Define specific Opportunity documents for executing and monitoring Cyclo Clothing sales activities. Gather additional insights when losing or winning Sales Quotations.
- \*Improve Sales efficiency of the different sales methodologies for Leads and Opportunities by guiding Sales Representatives with tailored sales activities. Additional discounts will be granted to customers if they register products online in the official website.
- \*Enable Sales Teams to easily access important custom KPIs tailored to company needs when accessing Accounts Overview.
- \*Personalize Leads using In Apps extensibility options for improving Sales Teams user experience and adoption.

#### NEW QUESTION # 47

What feature can you use for increasing the level of login protection for end user passwords?

- A. Content Security Policy
- B. Business Role
- C. Identity Provider
- D. Security Policy

**Answer: C**

#### NEW QUESTION # 48

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

**Answer: A**

#### NEW QUESTION # 49

Which of the following are valid Functions that can be assigned to Organizational Units?

Note: There are 3 correct answers to this question.

- A. Company
- B. Division
- C. Sales Organization
- D. Distribution Channel
- E. Sales Office

**Answer: A,C,E**

#### NEW QUESTION # 50

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