

C-C4H47-2503 Training Solutions | Handy for SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2



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SAP C-C4H47-2503 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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.
Topic 3	<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 4	<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 5	<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 6	<ul style="list-style-type: none"> • 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 7	<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 8	<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 9	<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.

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q31-Q36):

NEW QUESTION # 31

Which template types are available to use when creating email templates in SAP Sales Cloud Version 2? Note: There are 3 correct answers to this question.

- A. Signature
- B. Response
- C. Campaign
- D. Request
- E. Complaint

Answer: A,B,C

NEW QUESTION # 32

As an Administrator for mobile app, which of the following can you configure for Visits?
Note: There are 3 correct answers to this question.

- A. Visit Routes
- B. Visit Header fields
- C. Visit Type
- D. Visit KPI
- E. Visit quick filters on list page

Answer: B,C,E

NEW QUESTION # 33

What are Playbooks for Leads and Opportunities?

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

Answer: D

NEW QUESTION # 34

As a Sales Manager, you want to create a Call List for your sales team. Which of the following entities can you add as participant?

Note: There are 3 correct answers to this question.

- A. Target Groups
- B. Accounts
- C. Opportunities
- D. Contacts
- E. Leads

Answer: A,D,E

NEW QUESTION # 35

When using Deal Intelligence, what object is modeled by Machine Learning and used for scoring?

- A. Business text
- B. Opportunity
- C. Lead
- D. Quotation

Answer: B

NEW QUESTION # 36

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