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SAP C_C4H47_2503 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> 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 2	<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 3	<ul style="list-style-type: none"> 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.
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"> 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 6	<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 7	<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 8	<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 9	<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 10	<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.

SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q46-Q51):

NEW QUESTION # 46

What are the key use cases for MS Teams integration in SAP Sales Cloud Version 2?

Note: There are 3 correct answers to this question.

- A. Create Appointments with MS Teams collaboration
- B. Make outbound calls

- C. Share Workspaces and Deal Room
- D. Share Library
- E. Create Tasks with MS Teams collaboration

Answer: A,C,E

NEW QUESTION # 47

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

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

Answer: A

NEW QUESTION # 48

You are an Administrator who needs to create a robust mobile scenario for your business users.

What administration tasks are performed during mobile application setup?

Note: There are 2 correct answers to this question.

- A. Home Page layout
- B. Mobile User creation
- C. UI screen adaptation
- D. Widget creation

Answer: A,C

NEW QUESTION # 49

Which component does the system use as a search strategy to find valid condition records during pricing?

- A. Condition Technique
- B. Condition Type
- C. Pricing Procedure
- D. Access Sequence

Answer: C,D

NEW QUESTION # 50

When maintaining Account master data, where can you enter Payment Terms?

- A. In the Account Overview
- B. In the Account General Data
- C. In the Account Sales Data
- D. In the Account Hierarchy

Answer: C

NEW QUESTION # 51

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