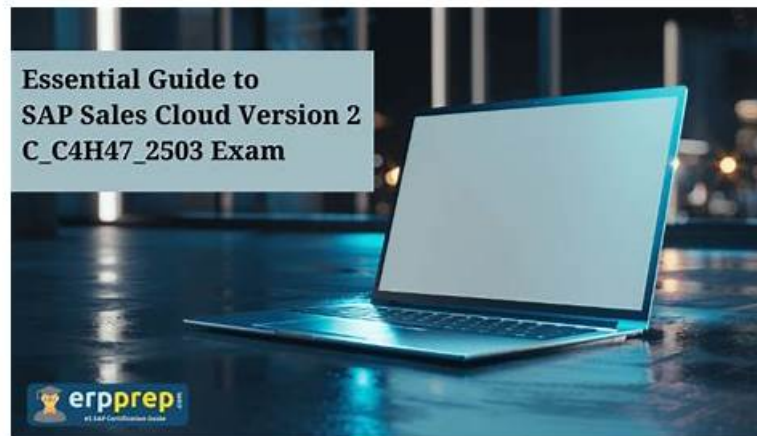


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SAP C_C4H47_2503 Exam Syllabus Topics:

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"> 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 3	<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 4	<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 5	<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 6	<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 7	<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 8	<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.

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q20-Q25):

NEW QUESTION # 20

What features does the External Hook support?

- A. Side-by-side tools support External Hooks for all entities and for any condition.
- **B. When data is saved into an entity, external functions can be activated using side-by-side tools.**
- C. External functions can be activated based on conditions using autoflows.
- D. When certain conditions are verified, custom logic can be executed.

Answer: B

NEW QUESTION # 21

Which of the following options can be considered a Side-by-Side extension of SAP Sales Cloud Version 2?

- **A. Enhancing the code baseline without modifying the standard**
- B. Adding custom fields on existing entities
- C. Extending standard delivered applications
- D. Embedding custom modules created in SAP Build App

Answer: A

NEW QUESTION # 22

You have been asked to configure a new pricing procedure for Opportunities and would like to create a determination rule for using it. Which data can be used when creating a pricing determination rule?

Note: There are 3 correct answers to this question.

- **A. Document Type**
- B. Product
- **C. Division**
- **D. Sales Organization**
- E. Sales Unit

Answer: A,C,D

NEW QUESTION # 23

What Administrator feature involves tracking and reviewing email communications?

- A. Email Monitoring
- B. Activity Monitoring
- C. Activity Manager
- D. Email Analyzer

Answer: A

NEW QUESTION # 24

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

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

Answer: C

NEW QUESTION # 25

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