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SAP C_C4H47_2503 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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	• 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 4	• 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	• 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 6	• 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	• 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.

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q55-Q60):

NEW QUESTION # 55
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 Tasks with MS Teams collaboration
- B. Create Appointments with MS Teams collaboration
- C. Share Library
- D. Share Workspaces and Deal Room
- E. Make outbound calls

Answer: A,B,D

NEW QUESTION # 56
A new group of Business Users have to be created and granted read only access to sales entities, such as Leads, Opportunities and Sales Quotes for a specific Sales Area.
As an Administrator, which sequence of steps must be performed?

- A. Create the Employees
- B. Create the Employees
- C. Create the Business Users

- D. Create the Business Users

Answer: B

NEW QUESTION # 57

As an Administrator, which capability allows you to configure custom fields into the Lead Intelligence ML (Machine Learning) model?

- A. Manage Extensions
- B. Manage ML Model
- C. Train ML Model
- D. Readiness Report

Answer: B

NEW QUESTION # 58

As a Sales Representative, you are using Kanban view in Guided Selling.
When can you move Opportunities from one sales phase to another using the drag-and-drop feature?

- A. When there is a blue check mark beside the Opportunity.
- B. When there is a green check mark beside the Opportunity.
- C. When there is a red check mark beside the Opportunity.
- D. When there is a yellow check mark beside the Opportunity.

Answer: B

NEW QUESTION # 59

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

Answer: B,D,E

NEW QUESTION # 60

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