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SAP C-C4H47-2503 Exam Syllabus Topics:

Topic	Details

Topic 1	• 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	• 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 3	• 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	• 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	• 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	• 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.

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

NEW QUESTION # 31
As an Administrator, you need to create a new server connection in order to configure and use Relationship Intelligence with Office 365 mail server. What parameters must be registered in the Microsoft Azure Portal?
Note: There are 3 correct answers to this question.

- A. Certificate Token
- B. Server Tenant ID
- C. Certificate File
- D. Server Communication Arrangement
- E. Certificate Key

Answer: B,C,E

NEW QUESTION # 32
As an Administrator, you want to configure the card colors in the calendar for Appointments.
Based on which of the following parameters can this be achieved?
Note: There are 2 correct answers to this question.

- A. Subject
- B. Status
- C. Category
- D. Priority

Answer: C,D

NEW QUESTION # 33

As an Administrator, which of the following Interaction filters can be displayed as part of Customer Insights for Accounts? Note: There are 3 correct answers to this question.

- A. Phone Calls
- B. Chats
- C. Emails
- D. Trend Analytics
- E. Hugrank

Answer: A,B,C

NEW QUESTION # 34

As an Administrator, you want to configure Email Draft Recommendation for your organization.
Which of the following steps would you perform?
Note: There are 3 correct answers to this question.

- A. Configure Prompts
- B. Activate Business Objectives
- C. Activate Email Drafter
- D. Select Required Entities
- E. Select Business Objectives

Answer: B,C,E

NEW QUESTION # 35

You want to assign Leads that originate from source 'External Partner' to a sales employee.
Which setting do you use to achieve this?

- A. Lead Routing to Employee
- B. Party Schema
- C. Qualifications
- D. Status

Answer: A

NEW QUESTION # 36

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