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SAP C_C4H47_2503 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<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 4	<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 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.

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

NEW QUESTION # 46

As an Administrator, you want to configure Opportunity for the mobile app. Which of the following configurations can be performed? Note: There are 3 correct answers to this question.

- A. Define fields that you want to see in the product add/edit form
- B. Configure Opportunity type
- C. Add new fields from the list of available fields in Opportunity Header
- D. Configure Opportunity status
- E. Rearrange fields using drag-and-drop feature

Answer: A,C,E

NEW QUESTION # 47

Which GenAI (Generative AI) capabilities are available in SAP Sales Cloud Version 2?

Note: There are 3 correct answers to this question.

- A. Survey Trend Summary
- B. Lead Intelligence
- C. Lead Booster
- D. Product Recommendation
- E. Account Synopsis

Answer: A,B,E

NEW QUESTION # 48

When performing mobile administration, what setting should an Administrator configure in order to change the arrangement of fields that should appear in every contact card on the Contacts page?

- A. Create
- B. List
- C. Tabs
- D. Header

Answer: B

NEW QUESTION # 49

As a Sales Manager, you want to create a Playbook for Opportunities.

Which of the following activity types can you create?

Note: There are 3 correct answers to this question.

- A. Email
- B. Call List
- C. Survey
- D. Update Field
- E. Appointment

Answer: A,C,E

NEW QUESTION # 50

Best Run Bikes wants to maintain a reason for all the Sales Quotes that are either won or lost. As an Administrator, which configuration can you use to achieve this?

- A. Configure a Reason for Status.
- B. Configure a Source for the Opportunity.
- C. Configure a custom Status for the Opportunity.
- D. Configure a new Sales Cycle.

Answer: A

NEW QUESTION # 51

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