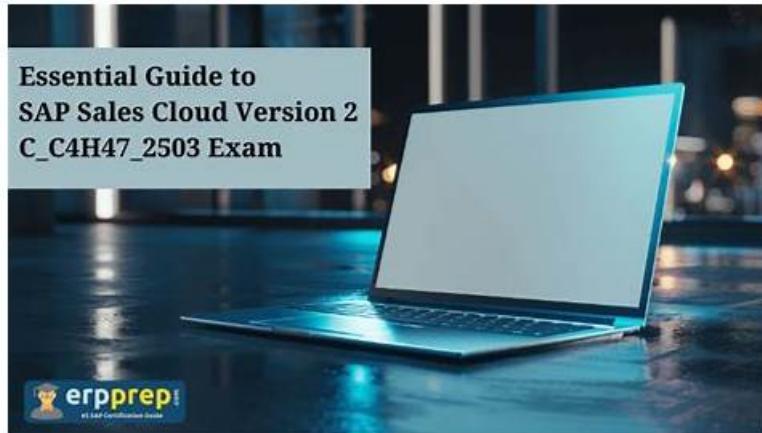


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## SAP C\_C4H47\_2503 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>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.</li></ul>

Topic 3	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 4	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 5	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 6	<ul style="list-style-type: none"> <li>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.</li> </ul>

## SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q58-Q63):

### NEW QUESTION # 58

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

How can the activities and actions for Playbooks be grouped?

Note: There are 2 correct answers to this question.

- A. Status for Leads
- B. Sales Phases for Opportunities
- C. Status for Opportunities
- D. Sales Phases for Leads

**Answer: A,B**

### NEW QUESTION # 59

When using Deal Intelligence, what object is modeled by Machine Learning and used for scoring?

- A. Business text
- B. Opportunity
- C. Quotation
- D. Lead

**Answer: B**

### NEW QUESTION # 60

You have to pitch the major differentiators of SAP Sales Cloud Version 2 compared to the previous version.

Which of the following would you describe as top advantages?

Note: There are 3 correct answers to this question.

- A. Fresh new User Experience with dynamic layouts and faster screen loading
- B. Monthly releases that will help fill gaps faster
- C. Modern platform that delivers higher speeds, higher availability, and higher agility
- D. Direct access to the back end for faster issue resolution
- E. Free access to SAP expert guidance

**Answer: A,B,C**

## NEW QUESTION # 61

How can you prevent security risks while monitoring inactive users in SAP Sales Cloud Version 2?

- A. By adapting the auto log-off time
- B. By activating the auto log-off function
- C. By assigning security policies to end users
- D. **By scheduling the dedicated auto sign out background job**

**Answer: D**

## NEW QUESTION # 62

Every time the expected revenue is greater than 500,000 US dollars, you want the system to display a warning that an approval process must be applied for that opportunity.

How would you address this requirement?

Note: There are 2 correct answers to this question.

- A. **Create a validation rule**
- B. Create an action to show a warning message based on a certain condition
- C. Create a determination rule
- D. **Create a condition to show a warning message based on a certain action**

**Answer: A,D**

## NEW QUESTION # 63

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