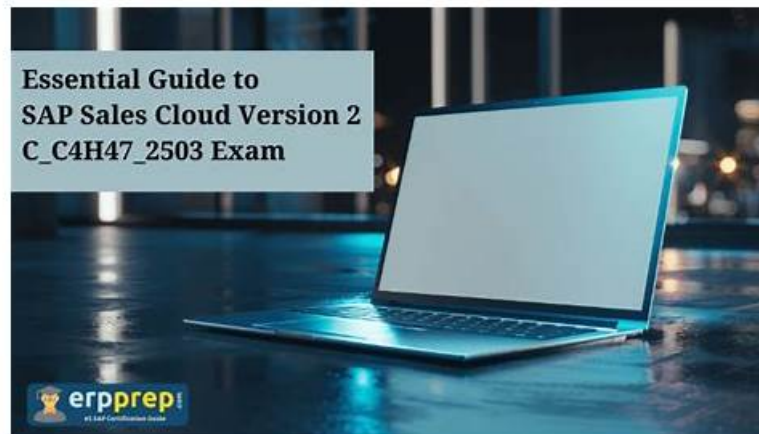# SAP C_C4H47_2503 preparation & C_C4H47_2503 prep4sure torrent

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SAP C_C4H47_2503 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 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	• 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	• 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	• 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	• 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 7	• 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	• 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 9	• 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.
Topic 10	• 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.

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q61-Q66):

NEW QUESTION # 61
Best Run Bikes wants to tag Leads using a dedicated filterable and searchable field called "Early Adopters", and automatically notify the Sales Manager about it.
As an Administrator, what features can you use to address this requirement?
Note: There are 3 correct answers to this question.

- A. Determination Rule
- B. Autoflow Rule
- C. Field Attributes
- D. Extension Field
- E. Validation Rule

Answer: A,B,D

NEW QUESTION # 62
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. Make outbound calls
- B. Share Workspaces and Deal Room
- C. Create Tasks with MS Teams collaboration

- D. Create Appointments with MS Teams collaboration
- E. Share Library

Answer: B,C,D

NEW QUESTION # 63

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. Embedding custom modules created in SAP Build App
- C. Adding custom fields on existing entities
- D. Extending standard delivered applications

Answer: A

NEW QUESTION # 64

What extension tool would be used to achieve this?

- A. Create an Extension Field
- B. Apply a Validation Rule
- C. Create a Mashup
- D. Apply a Webhook

Answer: C

NEW QUESTION # 65

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

Answer: A

NEW QUESTION # 66

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