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SAP C_C4H47_2503 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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 3	• 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 4	• 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 5	• 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 6	• 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 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.

SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q37-Q42):

NEW QUESTION # 37
In the configuration settings, where would an Administrator enable Revenue Splitting?

- A. Opportunities
- B. Forecast Tracker
- C. Sales Quotes
- D. Pipeline Management and Forecasting

Answer: A

NEW QUESTION # 38
An Administrator has configured email channels for Sales Representatives to access when they are working directly in sales documents. What should the Sales Representatives expect when sending emails from the Lead email channel?

- A. Sales representatives will not have access to the General email channel.
- B. Sales representatives should request access to use the Lead email channel.
- C. Sales representatives can also access the General email channel.
- D. Sales representatives can also access the Opportunity email channel.

Answer: C

NEW QUESTION # 39
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. Server Tenant ID
- B. Certificate File
- C. Certificate Key
- D. Server Communication Arrangement
- E. Certificate Token

Answer: A,B,C

NEW QUESTION # 40
As an Administrator, which of the following can be configured for displaying the Guided Selling Score?
Note: There are 2 correct answers to this question.

- A. Lead Score
- B. Opportunity Score
- C. Sales Phases
- D. Probability

Answer: A,B

NEW QUESTION # 41
What is the main differentiator between Validation and Determination rules?

- A. Determination rules create Error or Warning messages based on conditions, Validation rules calculate field values based on conditions
- B. Validation rules create Error or Warning messages based on conditions, Determination rules hide field values based on conditions
- C. Validation rules create Error or Warning messages based on conditions, Determination rules calculate field values based on conditions
- D. Validation rules always trigger Error or Warning messages, Determination rules calculate field values based on conditions

Answer: C

NEW QUESTION # 42
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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 exam tests hired dedicated staffs to update the contents of the data on a daily basis. Our industry experts will always help you keep an eye on changes in the exam syllabus, and constantly supplement the contents of C_C4H47_2503 test guide. Therefore, with our study materials, you no longer need to worry about whether the content of the exam has changed. You can calm down and concentrate on learning. At the same time, the researchers hired by C_C4H47_2503 Test Guide is all those who passed the SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 exam, and they all have been engaged in teaching or research in this industry for more than a decade. They have a keen sense of smell on the trend of changes in the exam questions. Therefore, with the help of these experts, the contents of C_C4H47_2503 exam questions must be the most advanced and close to the real exam.

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