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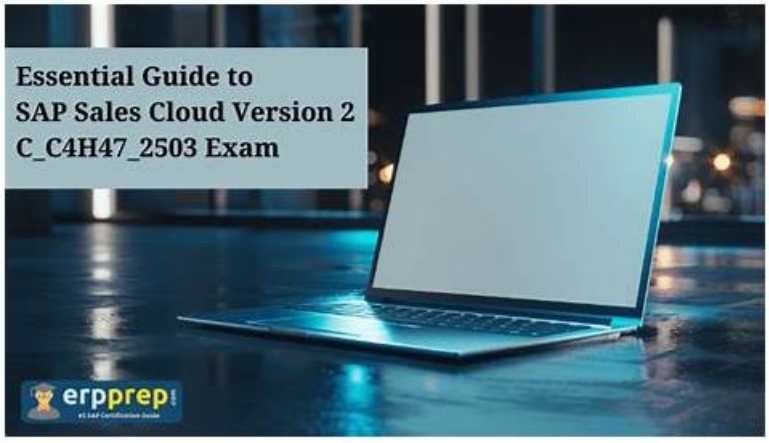

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SAP C-C4H47-2503 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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	• 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 3	• 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 4	• 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 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	• 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 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.
Topic 8	• 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 9	• 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.

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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 have configured mashups for your end users to leverage on the mobile application. What mashup settings can be toggled on by the end user in order to use them on their mobile device?
Note: There are 2 correct answers to this question.

- A. Quote mashup
- B. Activity mashup
- C. Lead mashup
- D. Guided Selling mashup

Answer: A,B

NEW QUESTION # 47
Which Machine Learning insight shows sentiment detection of surveys and emails?

- A. Profanity Check
- B. Machine Translation
- C. NLP Classification
- D. Business Text Intelligence

Answer: C

NEW QUESTION # 48
Which options are provided for grouping your aggregated totals when configuring KPI Definitions in SAP Sales Cloud Version 2?
Note: There are 2 correct answers to this question.

- A. Sum by Expected Value

- B. Cumulative Sum Across Forecast Categories
- C. Sum by Forecast Category
- D. Cumulative Sum by Expected Value

Answer: B,C

NEW QUESTION # 49
Which of the following are the standard out-of-the-box Forecast Categories for Opportunities in SAP Sales Cloud Version 2? Note: There are 3 correct answers to this question.

- A. Forecasted
- B. Pipeline
- C. Committed
- D. Expected
- E. Best Case

Answer: B,C,E

NEW QUESTION # 50
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. Configure Opportunity type
- B. Rearrange fields using drag-and-drop feature
- C. Configure Opportunity status
- D. Define fields that you want to see in the product add/edit form
- E. Add new fields from the list of available fields in Opportunity Header

Answer: B,D,E

NEW QUESTION # 51
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