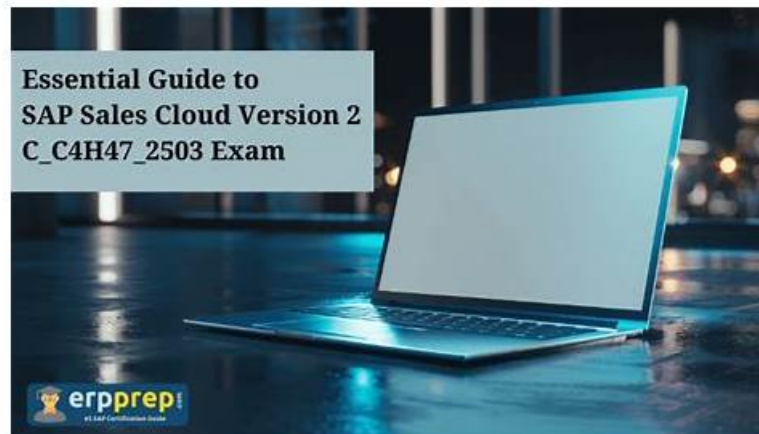


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SAP C_C4H47_2503 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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 3	• 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 4	• 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 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	• 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 7	• 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.

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q36-Q41):

NEW QUESTION # 36

As a Sales Manager, you want to create a Call List for your sales team. Which of the following entities can you add as participant?
Note: There are 3 correct answers to this question.

- A. Contacts
- B. Target Groups
- C. Opportunities
- D. Accounts
- E. Leads

Answer: A,B,E

NEW QUESTION # 37

What is a benefit of assigning Playbooks to Leads based on an existing list of Account IDs?

- A. Any newly created Lead associated with the listed Account will automatically be created with the same Source as the last Lead created.
- B. Any newly created Lead associated with the listed Account will automatically receive suggestions from the Playbook.
- C. Any newly created Lead associated with the listed Account will automatically be converted into Opportunities.
- D. Any newly created Accounts will automatically have Leads created based on the Playbook.

Answer: B

NEW QUESTION # 38

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 Forecast Category
- B. Sum by Expected Value
- C. Cumulative Sum by Expected Value

- D. Cumulative Sum Across Forecast Categories

Answer: A,D

NEW QUESTION # 39

As an Administrator, which of the following Interaction filters can be displayed as part of Customer Insights for Accounts? Note: There are 3 correct answers to this question.

- A. Phone Calls
- B. Hugrank
- C. Chats
- D. Emails
- E. Trend Analytics

Answer: A,C,D

NEW QUESTION # 40

A new group of Business Users have to be created and granted read only access to sales entities, such as Leads, Opportunities and Sales Quotes for a specific Sales Area.

As an Administrator, which sequence of steps must be performed?

- A. Create the Business Users
- B. Create the Employees
- C. Create the Business Users
- D. Create the Employees

Answer: D

NEW QUESTION # 41

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