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Are you preparing for the SAP C-C4H47-2503 certification exam? Whether you're an experienced professional SAP C-C4H47-2503 looking to take your career to the next level or a recent graduate trying to break into the tech field, the road to SAP C-C4H47-2503 Certification can be a long and challenging one. The good news is that you do not have to navigate it alone.

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	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	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 4	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 5	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 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	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 8	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.

SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q71-Q76):

NEW QUESTION # 71

When performing mobile administration, what setting should an Administrator configure in order to change the arrangement of fields that should appear in every contact card on the Contacts page?

- A. Create
- B. Tabs
- C. List
- D. Header

Answer: C

NEW QUESTION # 72

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 Business Users
- C. Create the Employees
- **D. Create the Employees**

Answer: D

NEW QUESTION # 73

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. Committed**
- C. Expected
- **D. Pipeline**
- **E. Best Case**

Answer: B,D,E

NEW QUESTION # 74

As an Administrator, where can you find documentation about available APIs that could be leveraged for integrating SAP Sales Cloud Version 2 with other SAP applications?

- **A. SAP Business Accelerator Hub**
- B. SAP Discovery Center
- C. SAP Platform Integration
- D. SAP API Business Transformation Hub

Answer: A

NEW QUESTION # 75

Which of the following are key enhancements of Lead Management in SAP Sales Cloud Version 2? Note: There are 3 correct answers to this question.

- **A. Insights that predict the likelihood of a Lead getting converted.**
- **B. Ability to identify the right Leads, working through the sales cycle across various phases.**
- **C. Optimized details page showcasing all of the relevant information in an easy-to-consume format.**
- D. Interactive list view with elements like quick filters and KPI graphs.
- E. Ability to manage accounts with Guided Selling.

Answer: A,B,C

NEW QUESTION # 76

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