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SAP C_C4H47_2503 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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 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.

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q41-Q46):

NEW QUESTION # 41
You have been asked to maintain Products in SAP Sales Cloud Version 2. Which of the following settings are relevant? Note: There are 3 correct answers to this question.

- A. Units of Measure
- B. Product Classification
- C. Product Variants
- D. Number Range
- E. Product Groups

Answer: A,D,E

NEW QUESTION # 42
As a Sales Manager, you want all Sales Representatives to always update the Revenue End Date when Opportunities are in the "Close" sales phase. What would be the best approach to achieve this in SAP Sales Cloud Version 2?

- A. Configure a Playbook with an Activity to update field.
- B. Configure a Playbook with an Action to update field.
- C. Configure a Playbook with a mandatory Action to update field.
- D. Configure a Playbook with a mandatory Activity to update field.

Answer: C

NEW QUESTION # 43
What are Playbooks for Leads and Opportunities?

- A. A customizable set of activity and action proposals tailored to each sales phase in a sales cycle

- B. A pre-defined, uncustomizable, set of actions supporting Sales Representatives
- C. A new Low Code tool available in SAP Sales Cloud Version 2
- D. An autoflow tailored to Sales Managers and Sales Representatives

Answer: A

NEW QUESTION # 44
When running the Lead Scoring Readiness Check, what prerequisites are required to meet the readiness criteria?

- A. There must be dynamic and static factors created by the administrator.
- B. There must be a lead training model that has been trained and in active status.
- C. There must be a minimum of 1,000 leads in converted status and a minimum of 1,000 leads in declined status.
- D. There must be a minimum of 10,000 leads in converted status and a minimum of 10,000 leads in declined status.

Answer: C

NEW QUESTION # 45
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. Create Appointments with MS Teams collaboration
- B. Share Library
- C. Make outbound calls
- D. Share Workspaces and Deal Room
- E. Create Tasks with MS Teams collaboration

Answer: A,D,E

NEW QUESTION # 46
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