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SAP CERTIFICATION

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SAP C_C4H47_2503 Exam Syllabus Topics:

Topic	Details
Topic 1	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 2	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 3	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 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	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 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.

SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q23-Q28):

NEW QUESTION # 23

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

Answer: A,C,E

NEW QUESTION # 24

As an Administrator, you want to configure the card colors in the calendar for Appointments.

Based on which of the following parameters can this be achieved?

Note: There are 2 correct answers to this question.

- A. Category
- B. Subject
- C. Priority
- D. Status

Answer: A,C

NEW QUESTION # 25

As an SAP Sales Cloud Version 2 Administrator, which of the following configurations can be done for Leads?

Note: There are 2 correct answers to this question.

- A. Create and manage Forecast Categories
- **B. Create and manage custom Statuses**
- C. Maintain Probability
- **D. Maintain Routing Rules**

Answer: B,D

NEW QUESTION # 26

After the acquisition of Cyclo Clothing, the VP of Sales wants Sales Representatives to fill a Lead Qualification Survey for all Leads created for Cyclo Clothing.

After you create the Playbook with Lead Qualification Survey, what is your next step?

- A. Create a rule for Lead Source as Cyclo Clothing.
- B. Create a rule with Lead Qualification as Cyclo Clothing.
- **C. Create a rule with Account as Cyclo Clothing.**
- D. Create a rule with Account as Best Run Bikes.

Answer: C

NEW QUESTION # 27

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 # 28

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