

Valid C_C4H47_2503 New Dumps Ppt & Useful Materials to help you pass C_C4H47_2503: SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2



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SAP C_C4H47_2503 Exam Syllabus Topics:

Topic	Details
Topic 1	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 2	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 3	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 4	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 5	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 6	• 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 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.
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.
Topic 9	• 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 10	• 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.

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q43-Q48):

NEW QUESTION # 43

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

Answer: A,D

NEW QUESTION # 44

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 Employees**
- D. Create the Business Users

Answer: C

NEW QUESTION # 45

As an Administrator for mobile app, which of the following can you configure for Visits?

Note: There are 3 correct answers to this question.

- A. Visit KPI
- **B. Visit quick filters on list page**
- **C. Visit Type**
- D. Visit Routes
- **E. Visit Header fields**

Answer: B,C,E

NEW QUESTION # 46

Best Run Bikes and Cyclo Clothing want to offer additional discounts to customers who sign up for their products online.

What type of product would you use for this scenario?

- A. Finished product
- **B. Entitlement product**
- C. Registered product
- D. Service product

Answer: B

NEW QUESTION # 47

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

Answer: B,C,D

NEW QUESTION # 48

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