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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q44-Q49):

NEW QUESTION # 44

As an Administrator, which of the following can be configured for displaying the Guided Selling Score?

Note: There are 2 correct answers to this question.

- A. Sales Phases
- B. Lead Score
- C. Probability
- D. Opportunity Score

Answer: B,D

NEW QUESTION # 45

Best Run Bikes wants to tag Leads using a dedicated filterable and searchable field called "Early Adopters", and automatically notify the Sales Manager about it.

As an Administrator, what features can you use to address this requirement?

Note: There are 3 correct answers to this question.

- A. Extension Field
- B. Validation Rule
- C. Autoflow Rule
- D. Field Attributes
- E. Determination Rule

Answer: A,C,E

NEW QUESTION # 46

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

Answer: B,C,D

NEW QUESTION # 47

You have been asked to configure a new pricing procedure for Opportunities and would like to create a determination rule for using it. Which data can be used when creating a pricing determination rule?

Note: There are 3 correct answers to this question.

- A. Product
- B. Sales Unit
- C. Division
- D. Document Type
- E. Sales Organization

Answer: C,D,E

NEW QUESTION # 48

Sales Managers at Best Run Bikes and Cyclo Clothing now require all Sales Representatives to schedule a meeting for the contract negotiation with the customer while qualifying an Opportunity when the deal size is more than 200,000 US How will you achieve this using Playbook?

Note: There are 2 correct answers to this question.

- A. Configure an Activity of type Appointment for the relevant Sales Phase
- B. Configure a rule for Expected Value
- C. Configure a mandatory Activity of type Appointment for the relevant Sales Phase
- D. Configure a rule for Negotiated Value

Answer: B,C

NEW QUESTION # 49

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