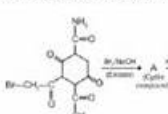












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- The correct order of atomic radius is
 - Mn < Ge < Co
 - Sc < Ti < V
 - Fe < Co < Zn
 - Zn > Cu > Ni
- Hybridisation of central atom of PCl_4^- and PO_4^{3-} are respectively
 - $sp^3 d^2$, $sp^3 d$
 - $sp^3 d^2$, sp^3
 - $sp^3 d$, sp^3
 - $sp^3 d^2$, sp^2
- What is the correct decreasing order of the following compounds in their respective K_a values?
 - 2-chloroethanol,
 - isopropyl alcohol,
 - 2,2,2-trichloroethanol
 - I > III > II
 - III > I > II
 - III > II > I
 - I > II > III
- The Major product (B) of the reaction
 
 - 
 - 
 - 
 - 
- Which of the following pair of compounds can be distinguished by Tollen's test?
 - 
 - 
- An aromatic organic compound (A) C_8H_8O gives positive iodoform test but negative Tollen's test. A on reaction with NH_2OH forms B and C that are geometrical isomers. B and C on reaction with H_2SO_4 forms a compound D and E respectively. In compound D, electrophile attack on meta position of ring while in E electrophile attack on ortho and para positions. The correct structure is
 - 
 - 
 - 
 - 
- The common features among the species CN^- , CO and NO^+ are
 - Bond order three and isoelectronic
 - Bond order three and weak field ligands
 - Bond order two and π -acceptors
 - Isoelectronic and weak field ligands

Mrs Ravinder Kaur Makkar, B.Sc. (Med), M.Sc. (Chemistry), M.Phil. (Chemistry) B.Ed. Cell No. 9876289250. Page 1

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and they also cover most of knowledge points for the exam, and you can improve your professional knowledge as well as pass the exam.

SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q13-Q18):

NEW QUESTION # 13

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

Answer: B

NEW QUESTION # 14

Which component does the system use as a search strategy to find valid condition records during pricing?

- A. Condition Type
- B. Condition Technique
- **C. Access Sequence**
- **D. Pricing Procedure**

Answer: C,D

NEW QUESTION # 15

As a Sales Representative, you are using Kanban view in Guided Selling.

When can you move Opportunities from one sales phase to another using the drag-and-drop feature?

- A. When there is a blue check mark beside the Opportunity.
- **B. When there is a green check mark beside the Opportunity.**
- C. When there is a yellow check mark beside the Opportunity.
- D. When there is a red check mark beside the Opportunity.

Answer: B

NEW QUESTION # 16

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

Answer: B,D,E

NEW QUESTION # 17

As a Sales Manager for Best Run Bikes, you want to standardize a set of activities performed for various sales phases of the Opportunity.

Which SAP Sales Cloud Version 2 feature will help you achieve this?

- A. Machine Learning

- B. Activity Manager
- **C. Playbook**
- D. Digital Selling Workspace

Answer: C

NEW QUESTION # 18

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