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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q14-Q19):

NEW QUESTION # 14

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

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

Answer: B

NEW QUESTION # 15

Best Run Bikes wants to maintain a reason for all the Sales Quotes that are either won or lost. As an Administrator, which configuration can you use to achieve this?

- **A. Configure a Reason for Status.**
- B. Configure a custom Status for the Opportunity.
- C. Configure a new Sales Cycle.
- D. Configure a Source for the Opportunity.

Answer: A

NEW QUESTION # 16

In the configuration settings, where would an Administrator enable Revenue Splitting?

- **A. Opportunities**
- B. Forecast Tracker
- C. Pipeline Management and Forecasting
- D. Sales Quotes

Answer: A

NEW QUESTION # 17

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

Answer: D

NEW QUESTION # 18

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. Make outbound calls
- C. Share Library
- **D. Create Tasks with MS Teams collaboration**
- **E. Share Workspaces and Deal Room**

Answer: A,D,E

NEW QUESTION # 19

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