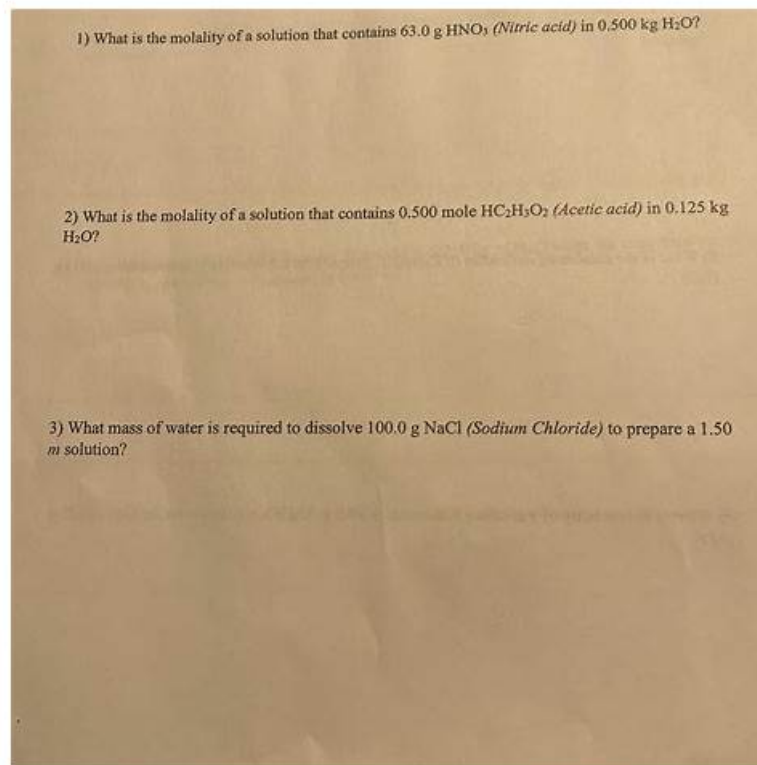


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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q27-Q32):

NEW QUESTION # 27

Administrators can define default attributes when Appointments are created by end-users in SAP Sales Cloud Version 2. Which attributes can be defined by Administrators when maintaining General Settings for Appointments? Note: There are 3 correct answers to this question.

- A. Teams Meeting
- B. Category
- C. Status
- D. Duration
- E. Priority

Answer: B,C,D

NEW QUESTION # 28

Which Machine Learning insight shows sentiment detection of surveys and emails?

- A. Profanity Check
- B. Business Text Intelligence
- C. Machine Translation
- D. NLP Classification

Answer: D

NEW QUESTION # 29

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

Answer: A,B,C

NEW QUESTION # 30

What prerequisites are required when creating a new Business User? Note: There are 2 correct answers to this question.

- A. The Organizational Structure has to exist
- B. A unique Email ID belonging to the Business User
- C. The Employee has to exist
- D. The security policy has to be assigned

Answer: B,C

NEW QUESTION # 31

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

Answer: C

NEW QUESTION # 32

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