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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q25-Q30):

NEW QUESTION # 25

Which of the following options represents a valid Master Data entity for a B2B scenario in SAP Sales Cloud Version 2?

Note: There are 2 correct answers to this question.

- A. Individual Customer
- B. Contact
- C. Group
- D. Account

Answer: B,D

Explanation:

Topic 1, Scenario - Best Run Bikes

Scenario - Best Run Bikes

Best Run Bikes designs and manufactures bicycles, components, and apparel. After acquiring Cyclo Clothing, they launched a new sales division. Previously managing customers in spreadsheets, the VP of Sales now seeks better visibility into customers, the sales pipeline, and structured processes to shorten sales cycles. You are part of the project team implementing SAP Sales Cloud Version 2 and you have been asked to address some specific business requirements as listed below:

*Reflect the renewed Company Theme and Branding in SAP Sales Cloud Version 2.

*Prepare, clean, and transfer Account master data for Cyclo Clothing and Best Run Bikes' into the new SAP Sales Cloud Version 2 system.

*Define specific Opportunity documents for executing and monitoring Cyclo Clothing sales activities. Gather additional insights when losing or winning Sales Quotations.

*Improve Sales efficiency of the different sales methodologies for

*Prepare, clean, and transfer Account master data for Cyclo Clothing and Best Run Bikes' into the new SAP Sales Cloud Version 2 system

*Define specific Opportunity documents for executing and monitoring Cyclo Clothing sales activities. Gather additional insights when losing or winning Sales Quotations.

*Improve Sales efficiency of the different sales methodologies for Leads and Opportunities by guiding Sales Representatives with tailored sales activities. Additional discounts will be granted to customers if they register products online in the official website.

*Enable Sales Teams to easily access important custom KPIs tailored to company needs when accessing Accounts Overview.

*Personalize Leads using In Apps extensibility options for improving Sales Teams user experience and adoption.

NEW QUESTION # 26

As an Administrator, you want to configure Email Draft Recommendation for your organization.

Which of the following steps would you perform?

Note: There are 3 correct answers to this question.

- A. Activate Email Drafter
- B. Select Required Entities
- C. Select Business Objectives
- D. Activate Business Objectives
- E. Configure Prompts

Answer: A,C,D

NEW QUESTION # 27

Which of the following features can be used to create scripts for Call Lists?

- A. Task
- B. Phone Call
- C. Survey
- D. Playbook

Answer: D

NEW QUESTION # 28

What work center must a Sales Representative access to view the data visualizations produced by Relationship Intelligence?

- A. Activity Manager

- B. Guided Selling
- **C. My Network**
- D. Playbooks

Answer: C

NEW QUESTION # 29

As an Administrator, you want to configure Opportunity for the mobile app. Which of the following configurations can be performed? Note: There are 3 correct answers to this question.

- A. Configure Opportunity status
- B. Configure Opportunity type
- **C. Add new fields from the list of available fields in Opportunity Header**
- D. Define fields that you want to see in the product add/edit form
- E. Rearrange fields using drag-and-drop feature

Answer: C,D,E

NEW QUESTION # 30

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