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

NEW QUESTION # 27

You want to assign Leads that originate from source 'External Partner' to a sales employee. Which setting do you use to achieve this?

- A. Qualifications
- B. Status
- C. Party Schema
- **D. Lead Routing to Employee**

Answer: D

NEW QUESTION # 28

When maintaining Account master data, where can you enter Payment Terms?

- A. In the Account Hierarchy
- B. In the Account Overview
- C. In the Account General Data
- **D. In the Account Sales Data**

Answer: D

NEW QUESTION # 29

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

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

Answer: C

NEW QUESTION # 30

As a Sales Manager, you want to create a Playbook for Leads and Opportunities.

How can the activities and actions for Playbooks be grouped?

Note: There are 2 correct answers to this question.

- A. Sales Phases for Leads
- B. Status for Opportunities
- **C. Status for Leads**
- **D. Sales Phases for Opportunities**

Answer: C,D

NEW QUESTION # 31

A User is no longer able to access SAP Sales Cloud Version 2, due to too many failed log-in attempts. As an Administrator, how can you fix the issue?

- **A. Reset the password for the affected User**
- B. Assign a new security policy and unlock the User
- C. Unlock the respective User and reset the password

- D. Unlock the employee and the respective password

Answer: A

NEW QUESTION # 32

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