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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q51-Q56):

NEW QUESTION # 51
What prerequisites are required when creating a new Business User? Note: There are 2 correct answers to this question.

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

Answer: B,C

NEW QUESTION # 52
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. Priority
- B. Status
- C. Category
- D. Duration
- E. Teams Meeting

Answer: B,C,D

NEW QUESTION # 53

Every time the expected revenue is greater than 500,000 US dollars, you want the system to display a warning that an approval process must be applied for that opportunity.
How would you address this requirement?
Note: There are 2 correct answers to this question.

- A. Create a determination rule
- B. Create a condition to show a warning message based on a certain action
- C. Create an action to show a warning message based on a certain condition
- D. Create a validation rule

Answer: B,D

NEW QUESTION # 54

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

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

Answer: C,D

NEW QUESTION # 55

Which GenAl (Generative Al) capabilities are available in SAP Sales Cloud Version 2?
Note: There are 3 correct answers to this question.

- A. Lead Intelligence
- B. Account Synopsis
- C. Survey Trend Summary
- D. Product Recommendation
- E. Lead Booster

Answer: A,B,C

NEW QUESTION # 56

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