

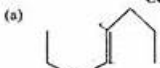
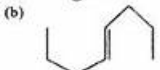

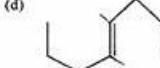
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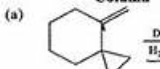
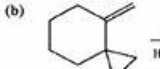
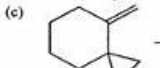
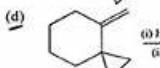
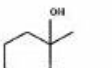
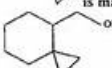
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MATCH THE COLUMN TYPE QUESTIONS

1. Match the following:

Column - I	Column - II
(a)  $\xrightarrow{\text{Cold dil KMnO}_4}$	(p) Optically inactive due to internal compensation
(b)  $\xrightarrow[\text{(ii) H}_3\text{O}^+]{\text{(i) CH}_3\text{CO}_3\text{H}}$	(q) Optically inactive due to external compensation
(c)  $\xrightarrow[\text{Ni}]{\text{D}_2}$	(r) Product have presence of two chiral center (C)(d)
(d)  $\xrightarrow[\text{H}_2\text{O}]{\text{Br}_2}$	(s) Diastereomers will be formed

2. Match the following columns:

Column - I	Column - II
(a)  $\xrightarrow[\text{H}_2\text{SO}_4]{\text{Dilute}}$	(p) Over all reaction involves Markovnikoff's addition of water on alkene
(b)  $\xrightarrow[\text{H}_2\text{O}_2/\text{NaOH}]{\text{B}_2\text{H}_6}$	(q) Over all reaction involves Anti-Markovnikoff's addition of water molecules on alkene
(c)  $\xrightarrow{\text{OMDM}}$	(r) Reaction involves carbocation rearrangements
(d)  $\xrightarrow[\text{(ii) aq. KOH}]{\text{(i) HBR peroxide}}$	(s)  is major product
	(t)  is major product

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q59-Q64):

NEW QUESTION # 59

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

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

Answer: A,D

NEW QUESTION # 60

What are Playbooks for Leads and Opportunities?

- A. An autoflow tailored to Sales Managers and Sales Representatives
- B. A customizable set of activity and action proposals tailored to each sales phase in a sales cycle
- C. A pre-defined, uncustomizable, set of actions supporting Sales Representatives
- D. A new Low Code tool available in SAP Sales Cloud Version 2

Answer: B

NEW QUESTION # 61

What features does the External Hook support?

- A. Side-by-side tools support External Hooks for all entities and for any condition.
- B. When certain conditions are verified, custom logic can be executed.
- C. When data is saved into an entity, external functions can be activated using side-by-side tools.
- D. External functions can be activated based on conditions using autoflows.

Answer: C

NEW QUESTION # 62

Best Run Bikes generates some of their Leads based on social media posts. They want to track the Leads that were generated from social media.

- A. Create a new Source for social media.
- B. As an Administrator, which configuration would you use to achieve this?
- C. Create a new Qualification for Leads.
- D. Create a new custom Status for social media.
- E. Create a new Party Schema for Leads.

Answer: E

NEW QUESTION # 63

You have been asked to maintain Products in SAP Sales Cloud Version 2. Which of the following settings are relevant? Note: There are 3 correct answers to this question.

- A. Number Range
- B. Product Groups
- C. Product Classification

- D. Units of Measure
- E. Product Variants

Answer: A,B,D

NEW QUESTION # 64

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