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## **SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q33-Q38):**

### **NEW QUESTION # 33**

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

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

**Answer: C**

### **NEW QUESTION # 34**

What is a benefit of assigning Playbooks to Leads based on an existing list of Account IDs?

- A. Any newly created Accounts will automatically have Leads created based on the Playbook.
- B. Any newly created Lead associated with the listed Account will automatically be converted into Opportunities.
- **C. Any newly created Lead associated with the listed Account will automatically receive suggestions from the Playbook.**
- D. Any newly created Lead associated with the listed Account will automatically be created with the same Source as the last Lead created.

**Answer: C**

### **NEW QUESTION # 35**

After the acquisition of Cyclo Clothing, the VP of Sales wants Sales Representatives to fill a Lead Qualification Survey for all Leads created for Cyclo Clothing.

After you create the Playbook with Lead Qualification Survey, what is your next step?

- A. Create a rule for Lead Source as Cyclo Clothing.
- B. Create a rule with Account as Best Run Bikes.
- **C. Create a rule with Account as Cyclo Clothing.**
- D. Create a rule with Lead Qualification as Cyclo Clothing.

**Answer: C**

### **NEW QUESTION # 36**

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

**Answer: A,D**

## NEW QUESTION # 37

Which of the following are valid Functions that can be assigned to Organizational Units?

Note: There are 3 correct answers to this question.

- A. Sales Office
- B. Company
- C. Sales Organization
- D. Distribution Channel
- E. Division

**Answer: A,B,C**

## NEW QUESTION # 38

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