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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud

Version 2 Sample Questions (Q58-Q63):

NEW QUESTION # 58
When maintaining Account master data, where can you enter Payment Terms?

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

Answer: C

NEW QUESTION # 59
As a Sales Manager, you want to create a Playbook for Opportunities.
Which of the following activity types can you create?
Note: There are 3 correct answers to this question.

- A. Email
- B. Survey
- C. Update Field
- D. Call List
- E. Appointment

Answer: A,B,E

NEW QUESTION # 60
As an Administrator, which capability allows you to configure custom fields into the Lead Intelligence ML (Machine Learning) model?

- A. Manage Extensions
- B. Manage ML Model
- C. Readiness Report
- D. Train ML Model

Answer: B

NEW QUESTION # 61
What are Playbooks for Leads and Opportunities?

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

Answer: D

NEW QUESTION # 62
When running the Lead Scoring Readiness Check, what prerequisites are required to meet the readiness criteria?

- A. There must be a minimum of 1,000 leads in converted status and a minimum of 1,000 leads in declined status.
- B. There must be a lead training model that has been trained and in active status.
- C. There must be a minimum of 10,000 leads in converted status and a minimum of 10,000 leads in declined status.
- D. There must be dynamic and static factors created by the administrator.

Answer: A

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