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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q76-Q81):

NEW QUESTION # 76

As an Administrator, you are asked to change user interface texts for some standard applications. Which tool would you use to configure the texts?

- A. Language Adaptation
- B. SAP Build App
- C. Branding
- D. UI Adaptation

Answer: A

NEW QUESTION # 77

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

Answer: D

NEW QUESTION # 78

What information is displayed under the Insight section of Lead Overview?

Note: There are 3 correct answers to this question.

- A. Calculated Key Factors
- B. Score Trend
- C. Dynamic Key Factors
- D. Static Key Factors
- E. Lead Conversion Trend

Answer: A,B,C

NEW QUESTION # 79

What extension tool would be used to achieve this?

- A. Create an Extension Field
- B. Apply a Validation Rule
- C. Apply a Webhook
- D. Create a Mashup

Answer: D

NEW QUESTION # 80

As an Administrator, which of the following can be configured for displaying the Guided Selling Score?

Note: There are 2 correct answers to this question.

- A. Sales Phases
- B. Opportunity Score
- C. Lead Score

- D. Probability

Answer: B,C

NEW QUESTION # 81

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