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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q21-Q26):

NEW QUESTION # 21

Best Run Bikes wants to maintain a reason for all the Sales Quotes that are either won or lost. As an Administrator, which configuration can you use to achieve this?

- A. Configure a new Sales Cycle.
- B. Configure a custom Status for the Opportunity.
- C. **Configure a Reason for Status.**
- D. Configure a Source for the Opportunity.

Answer: C

NEW QUESTION # 22

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. Probability
- B. **Opportunity Score**
- C. **Lead Score**
- D. Sales Phases

Answer: B,C

NEW QUESTION # 23

When logged into Mobile Administration, which header and list fields can be configured to meet business requirements?

Note: There are 3 correct answers to this question.

- A. **Home page cards**
- B. Task header layout
- C. **Lead list fields**
- D. Target group list fields
- E. **Call list fields**

Answer: A,C,E

NEW QUESTION # 24

What features does the External Hook support?

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

Answer: C

NEW QUESTION # 25

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

Answer: D

NEW QUESTION # 26

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