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

NEW QUESTION # 76

As a Sales Representative, you are using Kanban view in Guided Selling.

When can you move Opportunities from one sales phase to another using the drag-and-drop feature?

- A. When there is a yellow check mark beside the Opportunity.
- B. When there is a green check mark beside the Opportunity.
- C. When there is a red check mark beside the Opportunity.
- D. When there is a blue check mark beside the Opportunity.

Answer: B

NEW QUESTION # 77

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

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

Answer: C

NEW QUESTION # 78

As an Administrator, you have configured mashups for your end users to leverage on the mobile application. What mashup settings can be toggled on by the end user in order to use them on their mobile device?

Note: There are 2 correct answers to this question.

- **A. Activity mashup**
- **B. Quote mashup**
- C. Lead mashup
- D. Guided Selling mashup

Answer: A,B

NEW QUESTION # 79

What Administrator feature involves tracking and reviewing email communications?

- A. Email Analyzer
- **B. Email Monitoring**
- C. Activity Monitoring
- D. Activity Manager

Answer: B

NEW QUESTION # 80

What are the key features of Guided Selling worklist?

Note: There are 3 correct answers to this question.

- **A. Kanban view**
- **B. Advanced filter**
- C. KPI cards
- **D. Overview**
- E. Timeline

Answer: A,B,D

NEW QUESTION # 81

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