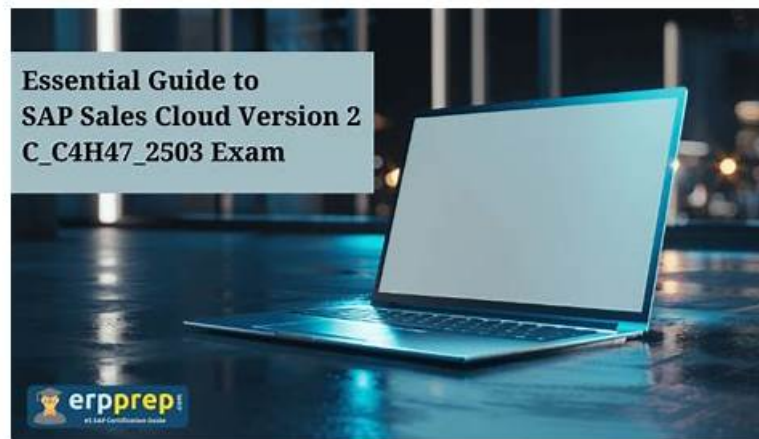


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## SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q74-Q79):

### NEW QUESTION # 74

What are the key use cases for MS Teams integration in SAP Sales Cloud Version 2?

Note: There are 3 correct answers to this question.

- A. Create Appointments with MS Teams collaboration
- B. Create Tasks with MS Teams collaboration
- C. Make outbound calls
- D. Share Workspaces and Deal Room
- E. Share Library

Answer: A,B,D

#### NEW QUESTION # 75

What are Playbooks for Leads and Opportunities?

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

**Answer: C**

#### NEW QUESTION # 76

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. Status for Leads
- D. Sales Phases for Leads

**Answer: A,C**

#### NEW QUESTION # 77

As an Administrator, you want to configure the card colors in the calendar for Appointments.

Based on which of the following parameters can this be achieved?

Note: There are 2 correct answers to this question.

- A. Subject
- B. Status
- C. Category
- D. Priority

**Answer: C,D**

#### NEW QUESTION # 78

Sales Managers at Best Run Bikes and Cyclo Clothing now require all Sales Representatives to schedule a meeting for the contract negotiation with the customer while qualifying an Opportunity when the deal size is more than 200,000 US How will you achieve this using Playbook?

Note: There are 2 correct answers to this question.

- A. Configure a mandatory Activity of type Appointment for the relevant Sales Phase
- B. Configure a rule for Expected Value
- C. Configure an Activity of type Appointment for the relevant Sales Phase
- D. Configure a rule for Negotiated Value

**Answer: A,B**

#### NEW QUESTION # 79

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