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## **SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q22-Q27):**

## NEW QUESTION # 22

When using Deal Intelligence, what object is modeled by Machine Learning and used for scoring?

- A. Opportunity
- B. Business text
- C. Quotation
- D. Lead

**Answer: A**

## NEW QUESTION # 23

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

**Answer: B,D**

## NEW QUESTION # 24

As an Administrator, you need to create a new server connection in order to configure and use Relationship Intelligence with Office 365 mail server. What parameters must be registered in the Microsoft Azure Portal?

Note: There are 3 correct answers to this question.

- A. Server Communication Arrangement
- B. Certificate Token
- C. **Certificate Key**
- D. Server Tenant ID
- E. Certificate File

**Answer: C,D,E**

## NEW QUESTION # 25

What is the main differentiator between Validation and Determination rules?

- A. **Validation rules create Error or Warning messages based on conditions, Determination rules calculate field values based on conditions**
- B. Validation rules always trigger Error or Warning messages, Determination rules calculate field values based on conditions
- C. Determination rules create Error or Warning messages based on conditions, Validation rules calculate field values based on conditions
- D. Validation rules create Error or Warning messages based on conditions, Determination rules hide field values based on conditions

**Answer: A**

## NEW QUESTION # 26

As an Administrator, where can you find documentation about available APIs that could be leveraged for integrating SAP Sales Cloud Version 2 with other SAP applications?

- A. SAP Discovery Center
- B. SAP API Business Transformation Hub
- C. **SAP Business Accelerator Hub**

- D. SAP Platform Integration

**Answer: C**

#### NEW QUESTION # 27

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