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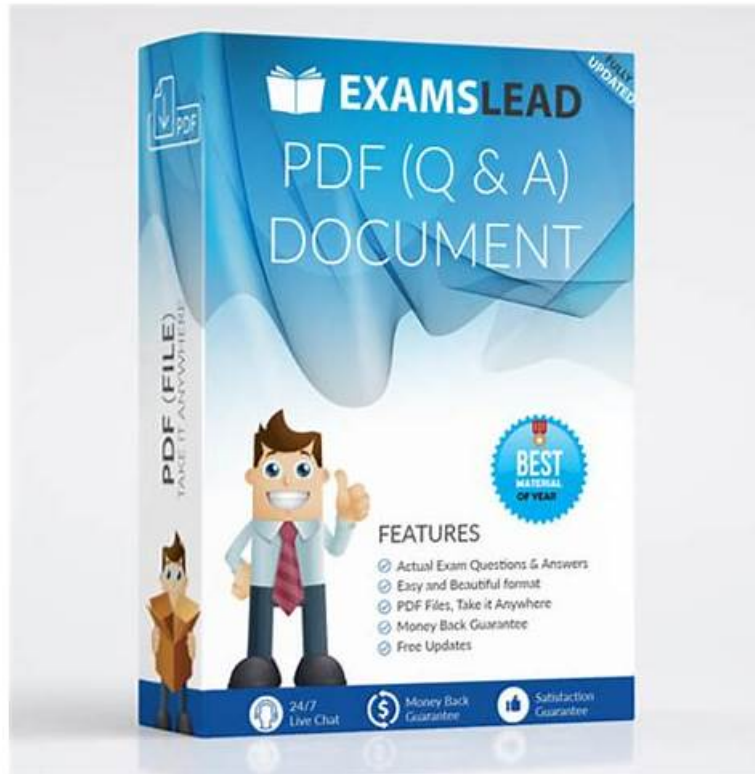
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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q63-Q68):

NEW QUESTION # 63
Which of the following features can be used to create scripts for Call Lists?

- A. Task
- B. Phone Call
- C. Playbook
- D. Survey

Answer: C

NEW QUESTION # 64
What are the key features of Guided Selling worklist?
Note: There are 3 correct answers to this question.

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

Answer: A,B,C

NEW QUESTION # 65
A User is no longer able to access SAP Sales Cloud Version 2, due to too many failed log-in attempts. As an Administrator, how can you fix the issue?

- A. Unlock the respective User and reset the password
- B. Assign a new security policy and unlock the User
- C. Unlock the employee and the respective password
- D. Reset the password for the affected User

Answer: D

NEW QUESTION # 66
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 Source for the Opportunity.
- C. Configure a custom Status for the Opportunity.
- D. Configure a Reason for Status.

Answer: D

NEW QUESTION # 67
As an Administrator, which capability allows you to configure custom fields into the Lead Intelligence ML (Machine Learning) model?

- A. Train ML Model
- B. Manage Extensions
- C. Readiness Report
- D. Manage ML Model

Answer: D

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