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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q61-Q66):

NEW QUESTION # 61

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

Answer: B,D,E

NEW QUESTION # 62

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

Answer: B

NEW QUESTION # 63

After the acquisition of Cyclo Clothing, the VP of Sales wants Sales Representatives to fill a Lead Qualification Survey for all Leads created for Cyclo Clothing.

After you create the Playbook with Lead Qualification Survey, what is your next step?

- A. Create a rule with Lead Qualification as Cyclo Clothing.
- B. Create a rule with Account as Best Run Bikes.
- C. **Create a rule with Account as Cyclo Clothing.**
- D. Create a rule for Lead Source as Cyclo Clothing.

Answer: C

NEW QUESTION # 64

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 # 65

Which of the following options can be considered a Side-by-Side extension of SAP Sales Cloud Version 2?

- A. Enhancing the code baseline without modifying the standard
- B. Extending standard delivered applications
- C. Adding custom fields on existing entities
- D. Embedding custom modules created in SAP Build App

Answer: A

NEW QUESTION # 66

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