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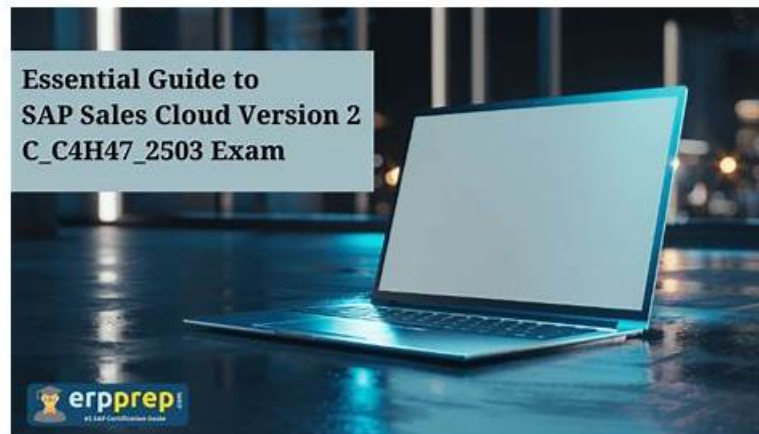

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q67-Q72):

NEW QUESTION # 67
What work center must a Sales Representative access to view the data visualizations produced by Relationship Intelligence?

- A. Playbooks
- B. Guided Selling
- C. My Network
- D. Activity Manager

Answer: C

NEW QUESTION # 68

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

Answer: D

NEW QUESTION # 69
What is the main differentiator between Validation and Determination rules?

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

Answer: B

NEW QUESTION # 70
What are Playbooks for Leads and Opportunities?

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

Answer: D

NEW QUESTION # 71
Which component does the system use as a search strategy to find valid condition records during pricing?

- A. Condition Technique
- B. Pricing Procedure
- C. Condition Type
- D. Access Sequence

Answer: B,D

NEW QUESTION # 72
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