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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q80-Q85):

NEW QUESTION #80

Best Run Bikes and Cyclo Clothing want to offer additional discounts to customers who sign up for their products online. What type of product would you use for this scenario?

- A. Service product
- B. Entitlement product
- C. Finished product
- D. Registered product

Answer: B

NEW QUESTION #81

Which options are provided for grouping your aggregated totals when configuring KPI Definitions in SAP Sales Cloud Version 2? Note: There are 2 correct answers to this question.

- A. Cumulative Sum by Expected Value
- B. Sum by Expected Value
- C. Sum by Forecast Category
- D. Cumulative Sum Across Forecast Categories

Answer: C,D

NEW QUESTION #82

What prerequisites are required when creating a new Business User? Note: There are 2 correct answers to this question.

- A. The security policy has to be assigned
- B. The Organizational Structure has to exist
- C. A unique Email ID belonging to the Business User
- D. The Employee has to exist

Answer: C,D

NEW QUESTION #83

Which of the following options represents a valid Master Data entity for a B2B scenario in SAP Sales Cloud Version 2? Note: There are 2 correct answers to this question.

- A. Group
- B. Individual Customer
- C. Account
- D. Contact

Answer: C,D

Explanation:

Topic 1, Scenario - Best Run Bikes

Scenario - Best Run Bikes

est Run Bikes designs and manufactures icycles, components, and apparel. After cquiring Cyclo Clothing, they launched a new ales division. Previously managing customers a spreadsheets, the VP of Sales now seeks etter visibility into customers, the sales pipeline,

nd structured processes to shorten sales yeles. You are part of the project team mplementing SAP Sales Cloud Version 2 and ou have been asked to address some specific usiness requirements as listed below:

- *Reflect the renewed Company Theme and Branding in SAP Sales Cloud Version 2.
- *Prepare, clean, and transfer Account master data for Cyclo Clothing and Best Run Bikes' into the new SAP Sales Cloud Version 2 system.
- *Define specific Opportunity documents for executing and monitoring Cyclo Clothing sales activities. Gather additional insights when losing or winning Sales Quotations.
- *Improve Sales efficiency of the different sales methodologies for
- *Prepare, clean, and transfer Account master data for Cyclo Clothing and Best Run Bikes' into the new SAP Sales Cloud Version 2 system.
- *Define specific Opportunity documents for executing and monitoring Cyclo Clothing sales activities. Gather additional insights when losing or winning Sales Quotations.
- *Improve Sales efficiency of the different sales methodologies for Leads and Opportunities by guiding Sales Representatives with tailored sales activities. Additional discounts will be granted to customers if they register products online in the official website.
- *Enable Sales Teams to easily access important custom KPIs tailored to company needs when accessing Accounts Overview.
- *Personalize Leads using In Apps extensibility options for improving Sales Teams user experience and adoption.

NEW QUESTION #84

Best Run Bikes would like to apply their own Branding theme and background images to SAP Sales Cloud Version 2. As an Administrator, which settings can you apply to address this request? Note: There are 2 correct answers to this question.

- - B. Branding
 - C. Personalization

• A. Custom Layout

• D. Home Page

Answer: A,C,D

NEW QUESTION #85

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