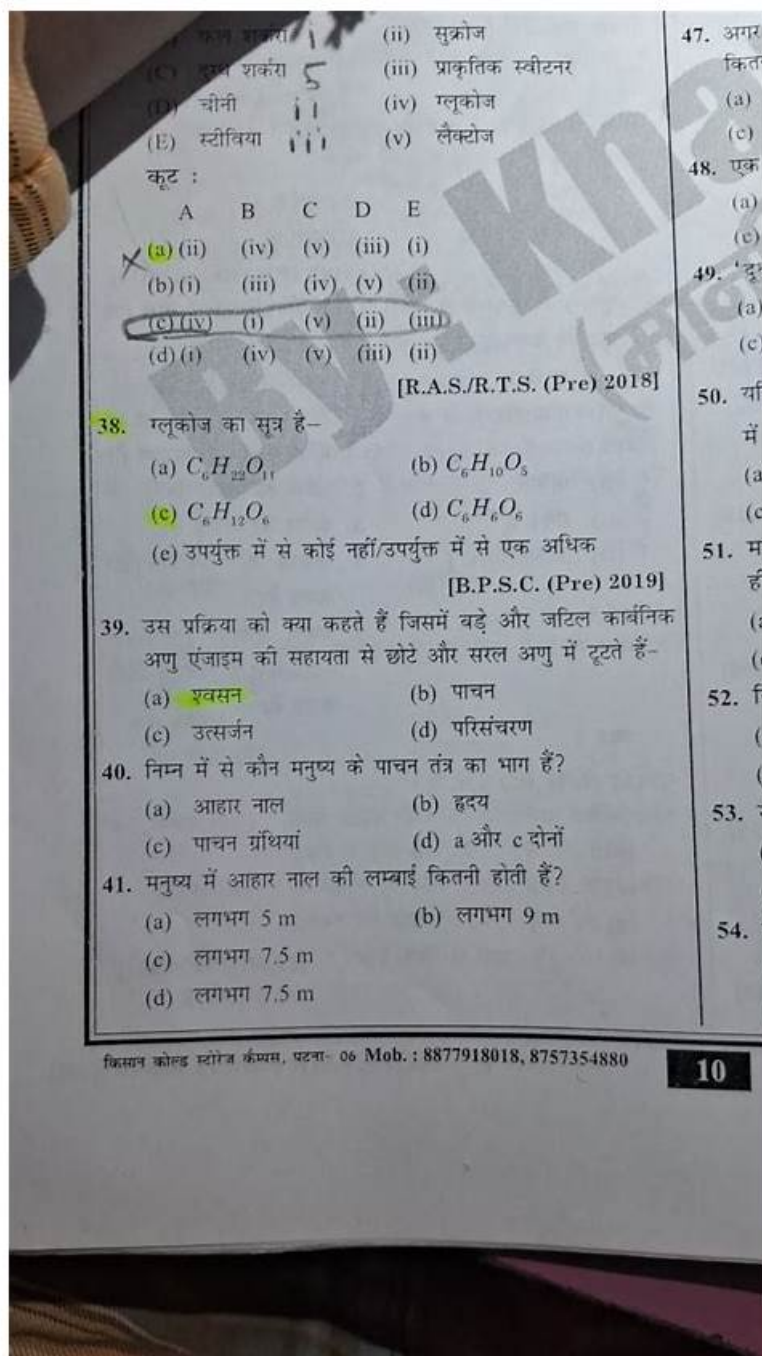


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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q33-Q38):

NEW QUESTION # 33

What information is displayed under the Insight section of Lead Overview?

Note: There are 3 correct answers to this question.

- A. Dynamic Key Factors
- B. Calculated Key Factors
- C. Score Trend
- D. Static Key Factors
- E. Lead Conversion Trend

Answer: A,B,C

NEW QUESTION # 34

What features does the External Hook support?

- A. When certain conditions are verified, custom logic can be executed.
- B. External functions can be activated based on conditions using autoflows.
- C. When data is saved into an entity, external functions can be activated using side-by-side tools.
- D. Side-by-side tools support External Hooks for all entities and for any condition.

Answer: C

NEW QUESTION # 35

Which GenAI (Generative AI) capabilities are available in SAP Sales Cloud Version 2?

Note: There are 3 correct answers to this question.

- A. Lead Intelligence
- B. Account Synopsis
- C. Survey Trend Summary
- D. Lead Booster
- E. Product Recommendation

Answer: A,B,C

NEW QUESTION # 36

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

NEW QUESTION # 37

You have been asked to configure a new pricing procedure for Opportunities and would like to create a determination rule for using it. Which data can be used when creating a pricing determination rule?

Note: There are 3 correct answers to this question.

- A. Document Type
- B. Sales Unit
- C. Product
- D. Sales Organization
- E. Division

Answer: A,D,E

NEW QUESTION # 38

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