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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q75-Q80):

NEW QUESTION # 75

Best Run Bikes wants to tag Leads using a dedicated filterable and searchable field called "Early Adopters", and automatically notify the Sales Manager about it.

As an Administrator, what features can you use to address this requirement?

Note: There are 3 correct answers to this question.

- A. Validation Rule
- B. Field Attributes
- C. Extension Field
- D. Autoflow Rule
- E. Determination Rule

Answer: C,D,E

NEW QUESTION # 76

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

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

Answer: D

NEW QUESTION # 77

What feature can you use for increasing the level of login protection for end user passwords?

- A. Business Role
- B. Content Security Policy
- C. Identity Provider
- D. Security Policy

Answer: C

NEW QUESTION # 78

As a Sales Manager for Best Run Bikes, you want to standardize a set of activities performed for various sales phases of the Opportunity.

Which SAP Sales Cloud Version 2 feature will help you achieve this?

- A. Machine Learning
- B. Activity Manager
- C. Digital Selling Workspace
- D. Playbook

Answer: D

NEW QUESTION # 79

As an Administrator, which of the following can be configured for displaying the Guided Selling Score?

Note: There are 2 correct answers to this question.

- A. Lead Score
- B. Probability
- C. Sales Phases
- D. Opportunity Score

Answer: A,D

NEW QUESTION # 80

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