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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud

Version 2 Sample Questions (Q65-Q70):

NEW QUESTION # 65

Which offering provides access to SAP Sales Cloud Version 2?

- A. GROW with SAP
- B. RISE with SAP
- C. GROW with SAP package add-ons
- D. SAP Business Technology Platform

Answer: C

NEW QUESTION # 66

As an Administrator, you want to configure Email Draft Recommendation for your organization.

Which of the following steps would you perform?

Note: There are 3 correct answers to this question.

- A. Select Required Entities
- B. Activate Email Drafter
- C. Select Business Objectives
- D. Activate Business Objectives
- E. Configure Prompts

Answer: B,C,D

NEW QUESTION # 67

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 for Lead Source 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 with Lead Qualification as Cyclo Clothing.

Answer: C

NEW QUESTION # 68

When maintaining Account master data, where can you enter Payment Terms?

- A. In the Account General Data
- B. In the Account Sales Data
- C. In the Account Hierarchy
- D. In the Account Overview

Answer: B

NEW QUESTION # 69

As an Administrator, you want to configure the card colors in the calendar for Appointments.

Based on which of the following parameters can this be achieved?

Note: There are 2 correct answers to this question.

- A. Status
- B. Category
- C. Priority
- D. Subject

Answer: B,C

NEW QUESTION # 70

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