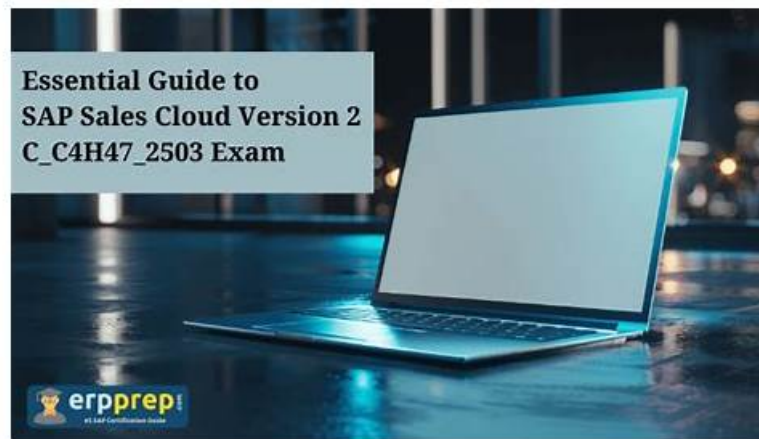


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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q46-Q51):

NEW QUESTION # 46

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

Answer: B

NEW QUESTION # 47

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

Answer: B,C

NEW QUESTION # 48

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

Answer: A,D,E

NEW QUESTION # 49

What features does the External Hook support?

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

Answer: D

NEW QUESTION # 50

Best Run Bikes wants to maintain a reason for all the Sales Quotes that are either won or lost. As an Administrator, which configuration can you use to achieve this?

- A. Configure a new Sales Cycle.
- B. Configure a custom Status for the Opportunity.
- **C. Configure a Reason for Status.**
- D. Configure a Source for the Opportunity.

Answer: C

NEW QUESTION # 51

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