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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q52-Q57):

NEW QUESTION # 52

When using Deal Intelligence, what object is modeled by Machine Learning and used for scoring?

- A. Business text
- B. Lead
- C. Quotation
- **D. Opportunity**

Answer: D

NEW QUESTION # 53

You have to pitch the major differentiators of SAP Sales Cloud Version 2 compared to the previous version. Which of the following would you describe as top advantages?

Note: There are 3 correct answers to this question.

- **A. Monthly releases that will help fill gaps faster**
- B. Free access to SAP expert guidance
- **C. Fresh new User Experience with dynamic layouts and faster screen loading**
- D. Direct access to the back end for faster issue resolution
- **E. Modern platform that delivers higher speeds, higher availability, and higher agility**

Answer: A,C,E

NEW QUESTION # 54

Which of the following options can be considered a Side-by-Side extension of SAP Sales Cloud Version 2?

- A. Adding custom fields on existing entities
- B. Embedding custom modules created in SAP Build App
- **C. Enhancing the code baseline without modifying the standard**
- D. Extending standard delivered applications

Answer: C

NEW QUESTION # 55

Which component does the system use as a search strategy to find valid condition records during pricing?

- **A. Access Sequence**
- B. Condition Technique
- C. Condition Type
- **D. Pricing Procedure**

Answer: A,D

NEW QUESTION # 56

Which is a valid assignment of pricing components in SAP Sales Cloud Version 2?

- A. An access sequence is assigned to a condition type.
- B. A condition type is assigned to a condition table.
- **C. A condition table is assigned to a pricing procedure.**
- D. A pricing procedure is assigned to an access sequence.

Answer: C

NEW QUESTION # 57

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