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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q17-Q22):

NEW QUESTION # 17

What is the difference between Pre Hook and Post Hook rules?

- A. Pre Hook is valid only with Determination Rules; Post Hook is valid only with Validation Rules.
- **B. Pre Hook prevents users from making changes to the default value; Post Hook does not prevent it.**
- C. Pre Hook allows users to make changes to the default value; Post Hook does not allow it.
- D. Post Hook determines read and write access; Pre Hook determines read access only.

Answer: B

NEW QUESTION # 18

What is a benefit of assigning Playbooks to Leads based on an existing list of Account IDs?

- A. Any newly created Accounts will automatically have Leads created based on the Playbook.
- B. Any newly created Lead associated with the listed Account will automatically be converted into Opportunities.
- C. Any newly created Lead associated with the listed Account will automatically be created with the same Source as the last Lead created.
- D. Any newly created Lead associated with the listed Account will automatically receive suggestions from the Playbook.

Answer: D

NEW QUESTION # 19

Best Run Bikes and Cyclo Clothing follow different sales lifecycles for their Opportunities. As an Administrator for Best Run Bikes, which Opportunity configurations would you perform? Note: There are 2 correct answers to this question.

- A. Configure Sales Quote Approval for Cyclo Clothing
- B. Configure a new Document Type for Cyclo Clothing
- C. Configure Leads Intelligence for Cyclo Clothing
- D. Configure a new Sales Cycle with Sales Phases for Cyclo Clothing

Answer: B,D

NEW QUESTION # 20

Administrators can define default attributes when Appointments are created by end-users in SAP Sales Cloud Version 2. Which attributes can be defined by Administrators when maintaining General Settings for Appointments? Note: There are 3 correct answers to this question.

- A. Category
- B. Priority
- C. Status
- D. Teams Meeting
- E. Duration

Answer: A,C,E

NEW QUESTION # 21

You have been asked to maintain Products in SAP Sales Cloud Version 2. Which of the following settings are relevant? Note: There are 3 correct answers to this question.

- A. Product Variants
- B. Units of Measure
- C. Number Range
- D. Product Classification
- E. Product Groups

Answer: B,C,E

NEW QUESTION # 22

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