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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q64-Q69):

NEW QUESTION # 64

In the configuration settings, where would an Administrator enable Revenue Splitting?

- A. Sales Quotes
- B. Forecast Tracker
- C. Opportunities
- D. Pipeline Management and Forecasting

Answer: C

NEW QUESTION # 65

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

Answer: D

NEW QUESTION # 66

Which are valid cards to be added to SAP Sales Cloud Version 2 Home Page?

Note: There are 3 correct answers to this question.

- A. Video Feed
- **B. My Network**
- **C. Pins**
- D. Learning Content
- **E. Forecast Tracker**

Answer: B,C,E

NEW QUESTION # 67

What extension tool would be used to achieve this?

- A. Apply a Validation Rule
- **B. Create a Mashup**
- C. Apply a Webhook
- D. Create an Extension Field

Answer: B

NEW QUESTION # 68

When configuring Appointments, which categories are provided as system defaults and cannot be deleted? Note: There are 2 correct answers to this question.

- A. Inbound Phone Call
- **B. Outbound Phone Call**
- C. Task
- **D. Meeting**

Answer: B,D

NEW QUESTION # 69

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