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## SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q26-Q31):

### NEW QUESTION # 26

As a Sales Manager, you want to create a Call List for your sales team. Which of the following entities can you add as participant?  
Note: There are 3 correct answers to this question.

- A. Contacts

- B. Leads
- C. Opportunities
- D. Accounts
- E. Target Groups

**Answer: A,B,E**

#### **NEW QUESTION # 27**

What are Playbooks for Leads and Opportunities?

- A. A pre-defined, uncustomizable, set of actions supporting Sales Representatives
- B. A customizable set of activity and action proposals tailored to each sales phase in a sales cycle
- C. An autoflow tailored to Sales Managers and Sales Representatives
- D. A new Low Code tool available in SAP Sales Cloud Version 2

**Answer: B**

#### **NEW QUESTION # 28**

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

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

**Answer: A,C**

#### **NEW QUESTION # 29**

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

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

**Answer: C**

#### **NEW QUESTION # 30**

What work center must a Sales Representative access to view the data visualizations produced by Relationship Intelligence?

- A. My Network
- B. Activity Manager
- C. Guided Selling
- D. Playbooks

**Answer: A**

#### **NEW QUESTION # 31**

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