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SAP C_IBP_2208Certified Application Associate - SAP IBP for Supply Chain1



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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q33-Q38):

NEW QUESTION # 33

When maintaining Account master data, where can you enter Payment Terms?

- **A. In the Account Sales Data**
- B. In the Account General Data
- C. In the Account Hierarchy
- D. In the Account Overview

Answer: A

NEW QUESTION # 34

Which template types are available to use when creating email templates in SAP Sales Cloud Version 2? Note: There are 3 correct answers to this question.

- A. Complaint
- B. Request
- **C. Response**
- **D. Signature**
- **E. Campaign**

Answer: C,D,E

NEW QUESTION # 35

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

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

Answer: C

NEW QUESTION # 36

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

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

Answer: A

NEW QUESTION # 37

What are the key use cases for MS Teams integration in SAP Sales Cloud Version 2?

Note: There are 3 correct answers to this question.

- **A. Share Workspaces and Deal Room**

- B. Create Appointments with MS Teams collaboration
- C. Share Library
- D. Make outbound calls
- E. Create Tasks with MS Teams collaboration

Answer: A,B,E

NEW QUESTION # 38

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