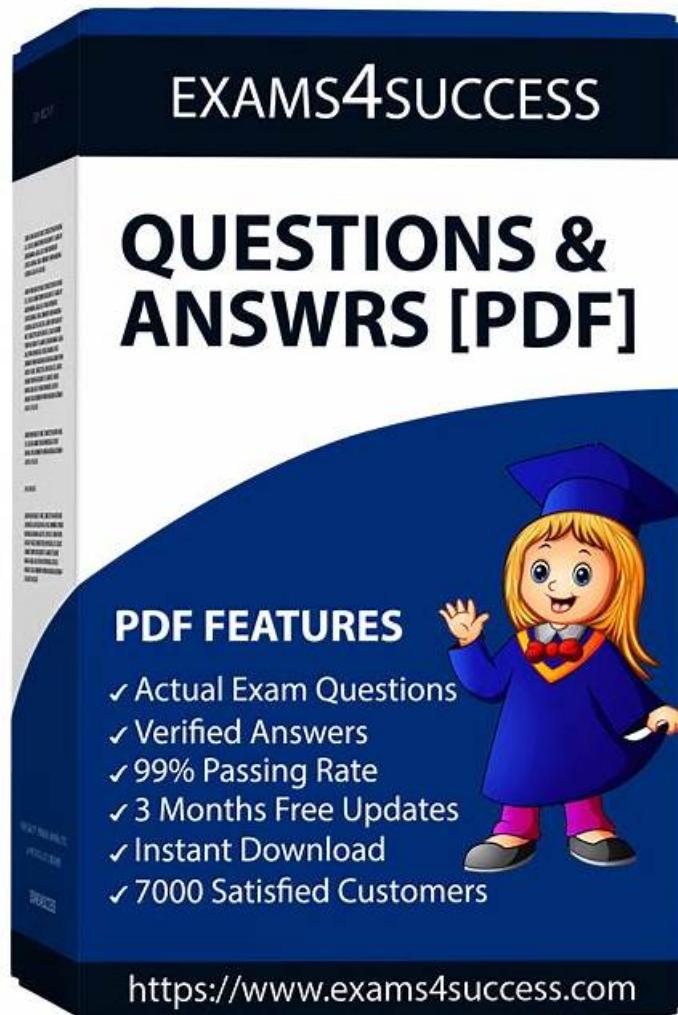


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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q53-Q58):

NEW QUESTION # 53

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

Answer: A,C

NEW QUESTION # 54

The customer you are currently supporting has recently bought the license for SAP Sales Cloud Version 2. How can you help them start the procedure for the system provisioning?

- A. By requesting admin access to their tenant
- B. By raising a Support Ticket
- C. By asking for support from product development
- D. By following the Onboarding Guide on the SAP Help Portal

Answer: D

NEW QUESTION # 55

Which steps would you take to create a Call List so it can be executed and monitored via the Digital Selling Workspace?

- A. Define Key Objectives of Call List
- B. Create Call List
- C. Define Key Objectives of Call List
- D. Create Call List

Answer: B

NEW QUESTION # 56

What extension tool would be used to achieve this?

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

Answer: A

NEW QUESTION # 57

Which GenAI (Generative AI) capabilities are available in SAP Sales Cloud Version 2?

Note: There are 3 correct answers to this question.

- A. Product Recommendation
- **B. Survey Trend Summary**
- C. Lead Booster
- **D. Lead Intelligence**
- **E. Account Synopsis**

Answer: B,D,E

NEW QUESTION # 58

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