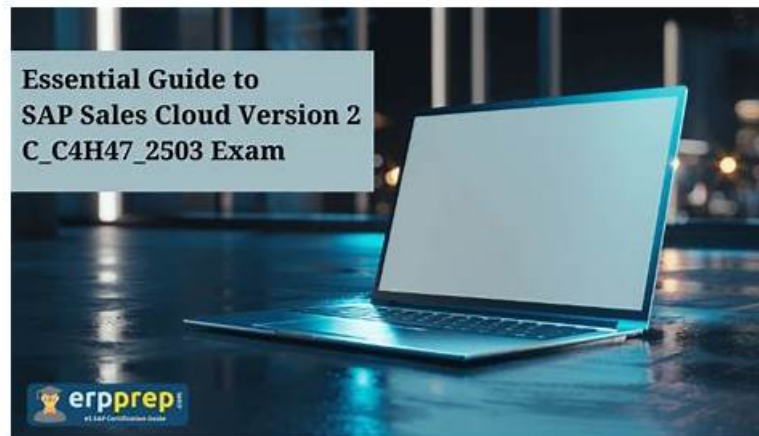


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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q28-Q33):

NEW QUESTION # 28

Best Run Bikes and Cyclo Clothing want to offer additional discounts to customers who sign up for their products online. What type of product would you use for this scenario?

- A. Service product
- B. Registered product
- C. Finished product
- **D. Entitlement product**

Answer: D

NEW QUESTION # 29

As an Administrator, you want to configure the card colors in the calendar for Appointments. Based on which of the following parameters can this be achieved?
Note: There are 2 correct answers to this question.

- A. Category
- B. Subject
- C. Status
- D. Priority

Answer: A,D

NEW QUESTION # 30

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

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

Answer: A

NEW QUESTION # 31

As a Sales Representative, you want to access all your to-do items such as Tasks, Leads, Opportunities, and Call Lists in a single place. What capability in SAP Sales Cloud Version 2 enables this?

- A. Task Manager
- B. Digital Selling Workspace
- C. Guided Selling Workspace
- D. Activity Manager

Answer: B

NEW QUESTION # 32

Which of the following are valid Functions that can be assigned to Organizational Units?
Note: There are 3 correct answers to this question.

- A. Division
- B. Sales Office
- C. Sales Organization
- D. Company
- E. Distribution Channel

Answer: B,C,D

NEW QUESTION # 33

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