

SAP

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Question: 1

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

Answer: D

Question: 2

Which of the following are the standard out-of-the-box forecast Categories for Opportunities in SAP Sales Cloud Version 2? Note: There are 3 correct answers to this question.

- A. Expected
- B. Pipeline
- C. Committed
- D. Forecasted
- E. Best Case

Answer: B,C,E

Question: 3

What are considerations used for lead scoring? Note: There are 3 correct answers to this question.

- A. Lead source
- B. Lead status
- C. Lead type
- D. Lead priority
- E. Lead owner

Answer: A,C,D

Question: 4

Which of the following options represent a valid Master Data entity for a B2B scenario in SAP Sales Cloud Version 2? Note: There are 2 correct answers to this question.

- A. Account
- B. Contact
- C. Group
- D. Individual Customer

Answer: A,D

Question: 5

When creating a new Business User, what pre-requisites are required? Note: There are 2 correct answers to this question.

- A. The Employee has to exist
- B. The Organizational Structure has to exist
- C. The security policy has to be assigned
- D. A unique Email ID belonging to the Business User

Answer: A,D

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