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SAP Certified Application Associate - SAP Sales Cloud 2111

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QUESTION 1

Which SAP Sales Cloud business documents can have competitor products assigned? Note: There are 2 correct Answers to this question.

A. Order

B. Opportunity

C. Survey

D. Quotation

Correct Answer: BC

QUESTION 2

Which of the following activities do you perform when you create an interactive dashboard? Note: There are 3 correct Answers to this question.

A. Select report variants.

B. Identify new key figures for dashboard analysis.

C. Assign the dashboard to a sales organization.

D. Define chart interaction.

E. Define access by business role.

Correct Answer: ADE

QUESTION 3

In SAP Sales Cloud, which party roles are provided as standard for an account team? Note: There are 2 correct Answers to this question.

A. Account team member

B. Account contact

C. Sales manager

D. Employee responsible - Sales

Correct Answer: D

QUESTION 4

Which elements in a ticket are uniquely identified using a registered product? There are 2 correct answers to this question.

A. Warranty

B. Service Level Agreements

C. Contract

D. Service Entitlements

Correct Answer: AD

QUESTION 5

Your customer is reorganizing their sales organization. All opportunities need to be updated with the new sales organization units. Which tool do you use to perform this mass update? There are 2 correct answers to this question.

A. Data Workbench

B. Data Migration Tool

C. Jobs Mass Data Run Object (MDRO) Jobs

D. XML File Input

Correct Answer: AB

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