

## Roberto Lofaro

Date of birth: March 31, 1965

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has successfully completed the following openSAP course:

### SAP Sales Cloud – An Overview

Instructors: Marco Flores , Simon Dechent , Nikhil Betigeri,  
Akash Winny, Ruchi Verma

This four-week online course was held from February 5 through March 13, 2019. It comprised 3-4 hours of learning effort per week, 4 weekly assignments, and 1 final exam.

The course covered the following topics:

- Introduction
- Sales Automation
- Sales Execution
- Commissions and Subscription Billing

Maximum score possible for this course: 240 points.

The candidate scored 170.0 points (70.8%) by working on weekly assignments and taking a final exam.



Dr. Bernd Welz  
Executive Vice President and  
Chief Knowledge Officer  
SAP SE



Marco Flores  
Instructor

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Walldorf, Germany, March 12, 2019



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