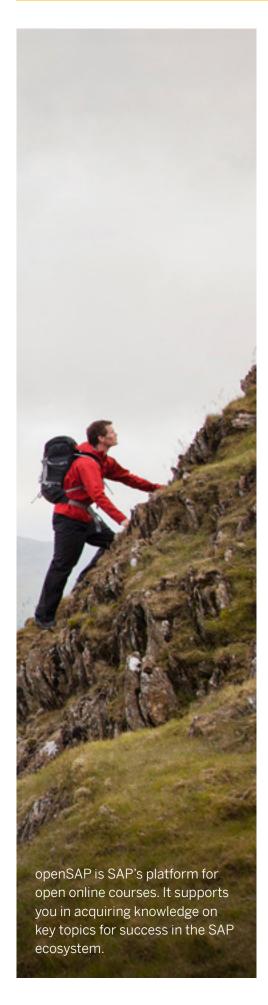


## **Record of Achievement**



## **Roberto Lofaro**

Date of birth: March 31, 1965

E-mail: roberto.lofaro@robertolofaro.com

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.

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

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Marco Flores Instructor

Walldorf, Germany, March 12, 2019



