C_C4H410_21 Q&As

SAP Certified Application Associate - SAP Sales Cloud 2111

Pass SAP C_C4H410_21 Exam with 100% Guarantee

Free Download Real Questions & Answers **PDF** and **VCE** file from:

https://www.certbus.com/c_c4h410_21.html

100% Passing Guarantee
100% Money Back Assurance

Following Questions and Answers are all new published by SAP Official
Exam Center

⚙ **Instant Download** After Purchase

⚙ **100% Money Back** Guarantee

⚙ **365 Days** Free Update

⚙ **800,000+** Satisfied Customers

QUESTION 1

You would like to create a new product list, based on a required product. Which would be an example of cross-selling?

A. An additional accessory of the product is proposed.

B. A product of lower value is proposed for replacement.

C. An additional product of higher value is proposed.

D. A product of higher value is proposed for replacement.

Correct Answer: A

QUESTION 2

When using Data Workbench for the initial load, which of the following activities are steps in the migration process? Note: There are 2 correct Answers to this question.

A. Request a new test tenant.

B. Align data fields with input fields.

C. Import data from the template file.

D. Activate the data migration functionality in scoping.

Correct Answer: BC

QUESTION 3

You want to automate the update of a particular field in an opportunity, based on a set of conditions. Which feature do you use?

A. Access restrictions

B. Workflow rules

C. Notification

D. Personalization

Correct Answer: B

QUESTION 4

Which views can you use to see the visit planner screen? Note: There are 2 correct Answers to this question.

A. Tile view

B. Table view

C. Timeline view

D. Map view

Correct Answer: BD

QUESTION 5

Which of the following fields can you use to restrict lead conversion actions? There are 2 correct Answers to this question.

A. Status

B. Lead Score

C. Qualification

D. Approval Status

Correct Answer: AC

QUESTION 6

Which of the following actions can you perform with the Adaptation function? Note: There are 2 correct Answers to this question.

A. Create an extension field and define its properties.

B. Create code list restrictions.

C. Assign a page layout to achieve dynamic user interfaces.

D. Create workflow rules.

Correct Answer: AC

QUESTION 7

When do you implement the Approval process in SAP Hybris Cloud for Customer? There are 3 correct answers to this question.

A. You want different reviewers for a business object based on different conditions.

B. You want another user to review a business object before it can be processed further.

C. You want to define multiple review processes for the same business object.

D. You want the direct approver of a business object to be the reporting line manager.

E. You want to define multiple review steps for the same business object.

Correct Answer: ABE

QUESTION 8

For which of the following business objects is external pricing supported? Note: There are 2 correct answers to this question.

A. Orders

B. Activities

C. Quotes

D. Leads

Correct Answer: AC

QUESTION 9

A Bill of Material was triggered from SAP Hybris Cloud for Customer using the Request External Pricing option. Where can the pricing and quantity be edited? Please choose the correct answer.

A. In the child item only

B. In both the parent item and the child item

C. In the parent item only

D. In the quotation header

Correct Answer: C

QUESTION 10

Which action should you execute to set the pricing status in a sales order to Calculated?

A. Trigger simulation on the sales order in a non-integrated environment.

B. Trigger simulation on the sales order in an integrated environment.

C. Trigger a consistency check in the sales order.

D. Trigger Submit for Approval in the sales order.

Correct Answer: B

QUESTION 11

Which of the following are features of territory determination? Note; There are 2 correct Answers to this question.

A. An SAP Sales Cloud user can be assigned to more than one territory.

B. A realignment run must occur to use the territory override feature.

C. Business documents can be assigned to more than one territory.

D. Accounts can be assigned to more than one territory.

Correct Answer: AB

QUESTION 12

What is the first step that an administrator would take to enable the integration of SAP Sales Cloud with SAP S/4HANA?

A. Set up conditions in the Data Protection and Privacy work center.

B. Define integration fields in the Data Workbench work center.

C. Define iFlows in the Administrator work center.

D. Define settings in the Business Configuration work center.

Correct Answer: D

QUESTION 13

Which sales planning dimensions can you use to define a sales target plan? Note: There are 2 correct answers to this question.

A. Product list

B. Employee

C. Account team

D. Sales unit

Correct Answer: BD

QUESTION 14

Where can you activate buying center relationships in SAP Sales Cloud?

A. Extensibility

B. Personalization

C. Scoping

D. Fine tuning

Correct Answer: C

QUESTION 15

According to SAP practices, which initial tasks are required to configure SAP Sales Cloud? Note: There are 2 correct Answers to this question.

A. Test integration points.

B. Define the organizational structure.

C. Set up scoping and fine-tuning.

D. Define business roles.

Correct Answer: B

C_C4H410_21 Practice Test   C_C4H410_21 Exam Questions   C_C4H410_21 Braindumps