

SAP.C_C4H410_21.v2023-06-16.q39

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NEW QUESTION: 1

Which of the following are characteristics of free goods usage in SAP Sales Cloud? Note: There are 3 correct Answers to this question.

- A. Free goods determination is triggered by credit check.
- B. Items are editable in the sales document.
- C. Inclusive determinations are allowed.
- D. Items are read-only in the sales document.
- E. Exclusive determinations are allowed.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 2

On which revenue levels can a forecast be based? Note: There are 2 correct Answers to this question.

- A. Customer
- B. Territory
- C. Product
- D. Opportunity

Answer: C,D ([LEAVE A REPLY](#))

NEW QUESTION: 3

Where can you maintain settings to notify a salesperson about aging leads?

- A. Fine tuning
- B. Personalization
- C. Extensibility
- D. Scoping

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 4

For which of the following reasons would you create a business role? There are 3 correct answers to this question.

- A. You want to make custom reports available on the home page.
- B. You want to standardize system access.
- C. You want to restrict drop-down list values for a specific group of users.
- D. You want to set up a service agent for an administrator.
- E. You want to perform fine-tuning activities.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 5

Which of the following activities can you perform when you set up territory hierarchies?

Note: There are 2 correct Answers to this question.

- A. Upload Territory Hierarchy from Excel
- B. Set an account for territory override
- C. Create Multiple Root Hierarchies.
- D. Assign an employee responsible for a territory.

Answer: A,C ([LEAVE A REPLY](#))

NEW QUESTION: 6

Which assignment options are available when creating a new base price list? Note: There are 2 correct Answers to this question.

- A. Sales team
- B. Discounts
- C. Validity
- D. Scales

Answer: C,D ([LEAVE A REPLY](#))

NEW QUESTION: 7

Which of the following attributes within an opportunity can you use to create a forecast?

Note: There are 2 correct Answers to this question.

- A. Expected revenue
- B. Weighted revenue
- C. Total contract value
- D. Item revenue

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 8

You need to create a mashup on the account overview that will allow you to open a search engine in a new window. What kind of mashup do you create?

- A. URL
- B. Web service
- C. HTML
- D. Data

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 9

You want to launch the SAP ERP customer cockpit from an SAP Sales Cloud account to view transactions in SAP ERP. Which of the following integration approaches support this requirement?

- A. SOAP A2X service
- B. Mashup
- C. SAPUI5 widget
- D. REST A2X service

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 10

Which of the following are key features for sales contracts? Note: There are 2 correct answers to this question.

- A. SAP ERP external pricing scenarios
- B. Contract renewal workflow notifications
- C. Autogenerated weekly contract renewal reports
- D. SAP Condition Contract Management integration

Answer: A,B ([LEAVE A REPLY](#))

NEW QUESTION: 11

How can you create a business user in SAP Sales Cloud? Note: There are 2 correct answers to this question.

- A. Change the fine-tuning activity.
- B. Manually create an employee.
- C. Replicate accounts from SAP CRM.
- D. Import using a migration template.

Answer: B,D ([LEAVE A REPLY](#))

NEW QUESTION: 12

You have selected the Override Territory field on the Accounts Overview page. What effect does this have on territory determination?

- A. It excludes the account during the territory realignment run.
- B. It aligns the account territory determination with the territory realignment run.
- C. It excludes accounts with multiple territories from the territory realignment run.
- D. It aligns all accounts marked for territory override with a territory team.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 13

Based on which opportunity attributes can you create a sales forecast? There are 2 correct answers to this question.

- A. Expected Revenue
- B. Weighted Revenue
- C. Negotiated Value
- D. Total Contract Value

Answer: A,C ([LEAVE A REPLY](#))

NEW QUESTION: 14

When you generate an account summary, what type of information is displayed? Note: There are 3 correct Answers to this question.

- A. Billing status
- B. Marketing attributes
- C. Relationships
- D. Account team
- E. YTD revenue

Answer: B,C,D ([LEAVE A REPLY](#))

NEW QUESTION: 15

You have enabled offline pricing for SAP Sales Cloud. What price entry field is available for order item entry in the SAP Sales Cloud mobile app?

- A. Estimated Price
- B. Negotiated Price
- C. Gross Price
- D. Freight Price

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 16

Which activities must you perform to enable retrieval of messages from a social media channel? Note: There are 2 correct Answers to this question.

- A. Create and schedule a social media import run.
- B. Invite accounts to connect.
- C. Set up access to your social media account.
- D. Import social media user profiles.

Answer: ([SHOW ANSWER](#))

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NEW QUESTION: 17

What activities do you perform in the Administrator work center to enable a new social media channel? There are 3 correct answers to this question.

- A. Define the ticket priority with the social media channel provider.
- B. Create and schedule a social media import run.
- C. Set up access to your social media account.
- D. Select the channel type.
- E. Select the social media channel service level.

Answer: A,B,E (LEAVE A REPLY)

NEW QUESTION: 18

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

- A. Status
- B. Approval Status
- C. Qualification
- D. Lead Score

Answer: (SHOW ANSWER)

NEW QUESTION: 19

Which of the following are social channels that can be utilized in SAP Sales Cloud? Note: There are 3 correct Answers to this question.

- A. LinkedIn
- B. YouTube
- C. WeChat
- D. TikTok
- E. Instagram

Answer: B,C,E (LEAVE A REPLY)

NEW QUESTION: 20

What changes can be made to a sales order that has been saved and replicated to SAP S/4HANA for logistics processing?

- A. Re-run credit check.
- B. Add new products.
- C. Remove payment terms.
- D. Change sold-to party.

Answer: A (LEAVE A REPLY)

NEW QUESTION: 21

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. Activate the data migration functionality in scoping.
- B. Import data from the template file.
- C. Align data fields with input fields.
- D. Request a new test tenant.

Answer: B,C (LEAVE A REPLY)

NEW QUESTION: 22

You need to apply complex changes to an SAP Sales Cloud system after go live. Which option does SAP recommend for implementing these changes?

- A. Copy projects
- B. Transport projects
- C. Change projects
- D. Restore projects

Answer: C (LEAVE A REPLY)

NEW QUESTION: 23

Your customer defines a person who is responsible for checking every SAP Hybris Cloud for Customer upgrade. Upgrade notification need to be send via e-mail to this person. Which of the following steps must you perform in SAP Hybris Cloud for Customer to set this up? Please choose the correct answer.

- A. Update the contact details in your organization structure.
- B. Define the contact person in the Administration work center.
- C. Define a new service agent.
- D. Define the contact person in the Service Control Center.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 24

Which of the following business objects can be used in a default approval process? Note: There are 2 correct Answers to this question.

- A. Visit
- B. Appointment
- C. Ticket

D. Sales quote

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 25

For which of the following systems does SAP Hybris Cloud for Customer provide standard integration content for regulated products? Please choose the correct answer.

A. SAP Hybris Commerce

B. SAP CRM

C. SAP ERP

D. SAP Hybris Marketing

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 26

To which of the following are hotfixes applied?

A. To a set of tenants

B. To test tenants only

C. To an individual customer tenant only

D. To production tenants only

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 27

What happens during the lead aging notification process? Note: There are 2 correct answers to this question.

A. By default, the priority for the notification is set to high.

B. The manager of the sales representative receives the notification.

C. A new high-priority notification is triggered after the first notification expires.

D. The sales representative of the lead receives the notification.

Answer: A,B ([LEAVE A REPLY](#))

NEW QUESTION: 28

During sales order simulation, what are the possible pricing statuses that can be returned? Note: There are 2 correct Answers to this question.

A. Calculation rejected

B. Calculated successfully

C. Calculation simulated

D. Not calculated

Answer: B,D ([LEAVE A REPLY](#))

NEW QUESTION: 29

What must you maintain to transfer data into SAP Hybris cloud for customer? Please choose the correct answer.

- A. Number ranges for business objects
- B. Migration Templates
- C. Code List Mapping
- D. ID Mapping

Answer: C (LEAVE A REPLY)

NEW QUESTION: 30

You are viewing a 360 overview of the customer in SAP Hybris cloud for customer. Which of the following recent order details are available in this overview for your account? There are 3 correct answers to this question.

- A. Credit status
- B. Delivery status
- C. Invoice status
- D. Sales order ID
- E. Bill-to-party ID

Answer: B,C,D (LEAVE A REPLY)

NEW QUESTION: 31

You have selected the Override Territory field on the Accounts overview page. What effect does this have on the territory determination? Please choose the correct answer.

- A. It aligns the account territory determination with the territory realignment run.
- B. It remove the employee from the territory realignment calculation.
- C. It removes the account from the territory realignment calculation.
- D. It removes only accounts with multiple territories from the territory realignment run.

Answer: C (LEAVE A REPLY)

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NEW QUESTION: 32

You need to create a URL mashup on the Account Overview to open a Google search. Which of the following elements are mandatory to configure the mashup? Please choose the correct answer.

- A. Category

- B. Description
- C. Port Type Package
- D. Port Binding

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 33

Based on which organizational elements can you define the distribution chain information in the product master? Note: There are 2 correct Answers to this question.

- A. Sales unit
- B. Sales organization
- C. Distribution channel
- D. Plant

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 34

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 business roles.
- C. Define the organizational structure.
- D. Set up scoping and fine-tuning.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 35

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

- A. Scoping
- B. Extensibility
- C. Personalization
- D. Fine tuning

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 36

How can you set the lead qualification levels in SAP Sales Cloud? Note: There are 2 correct Answers to this question.

- A. Based on surveys
- B. Based on product lists
- C. Based on lead status
- D. Manually maintained

Answer: C,D ([LEAVE A REPLY](#))

NEW QUESTION: 37

Which of the following initial tasks are required to configure SAP Hybros Cloud for Customer? There are 2 correct answers to this question.

- A. Define the organizational structure
- B. Define the territory structure
- C. Define the business roles
- D. Set up scoping and fine tuning

Answer: A,D (LEAVE A REPLY)

NEW QUESTION: 38

Which SAP Sales Cloud business documents can have competitor products assigned?

Note: There are 2 correct Answers to this question.

- A. Survey
- B. Quotation
- C. Order
- D. Opportunity

Answer: A,D (LEAVE A REPLY)

NEW QUESTION: 39

There is a report that uses real-time data in SAP BusinessObjects BI. You want to use this report in SAP Sales Cloud, with minimum effort spent. How do you achieve this?

- A. Use a mashup approach.
- B. Use a data transfer approach.
- C. Build a custom UI screen.
- D. Build a custom dashboard.

Answer: A (LEAVE A REPLY)

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