



C_C4H410_21^{Q&As}

SAP Certified Application Associate - SAP Sales Cloud 2111

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**QUESTION 1**

What is returned when you execute Request External Pricing in the sales quote? Note: There are 3 correct Answers to this question.

- A. Sales order
- B. Availability to promise
- C. Bill of materials
- D. Configurable products
- E. Credit check

Correct Answer: BCE

QUESTION 2

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 3

What you can use to map the complex organizational structure of a large account in SAP Hybris Cloud for Customer? Please choose the correct answer.

- A. Account Hierarchy
- B. Territory Hierarchy
- C. Product Hierarchy
- D. Organizational Structure

Correct Answer: A



QUESTION 4

What account attributes can be used to define rules and calculate territory assignment on an account? Note: There are 2 correct Answers to this question.

- A. ABC Classification
- B. ERP Sales Area
- C. Competitors
- D. Product

Correct Answer: AB

QUESTION 5

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

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

Correct Answer: AC

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