



C_C4H410_21^{Q&As}

SAP Certified Application Associate - SAP Sales Cloud 2111

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QUESTION 1

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 2

What does the InsideView feature in leads do?

- A. Provides a very detailed inside look at the products in leads
- B. Provides real-time insights from social media about prospective customers
- C. Provides information on feeds of your competitor accounts
- D. Provides real-time insights about lead performance

Correct Answer: C

QUESTION 3

Which of the following business objects can be generated using the Custom Object Builder? Note: There are 2 correct Answers to this question.

- A. Data sources for reporting
- B. Workflow notifications
- C. Web services
- D. Mashups

Correct Answer: CD

QUESTION 4

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 5

Which data is synchronized bi-directionally between SAP Hybris Cloud for Customer and SAP CRM on premise? There are 2 correct answers to this question.

- A. Territory Management data
- B. Opportunities
- C. Product master data
- D. Account Master Data

Correct Answer: BD

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