



C_C4H410_21^{Q&As}

SAP Certified Application Associate - SAP Sales Cloud 2111

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QUESTION 1

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

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

Correct Answer: C

QUESTION 2

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 3

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

QUESTION 4

Which of the following are features of custom report creation in SAP Hybris Cloud for customer? There are 3 correct answers to this question.



- A. Variable selection is possible.
- B. Custom calculated key figures are allowed.
- C. Direct assignment of a report to a business user is supported.
- D. Custom report creation is supported with a guided procedure.
- E. Custom reports can be created by all users.

Correct Answer: ABD

QUESTION 5

As an administrator, which of the following objects can you design in the Business Analytics work center in SAP Sales Cloud? Note; There are 3 correct Answers to this question.

- A. Usage statistics
- B. KPIs
- C. Key figures
- D. Speedometer
- E. Data sources

Correct Answer: BCE

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