



C_C4H410_21^{Q&As}

SAP Certified Application Associate - SAP Sales Cloud 2111

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**QUESTION 1**

Which options do you have when you create an activity plan? Note; There are 2 correct Answers to this question.

- A. Define workflow rules for the activity plan.
- B. Define the validity of the activity plan.
- C. Define whether tasks are mandatory.
- D. Define route planning for visit execution.

Correct Answer: BC

QUESTION 2

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

Correct Answer: B

QUESTION 3

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 4

Restriction rules can be assigned to work center views within a business role if they're based on which of the following authorization elements? Please choose the correct answer.



- A. Access Control
- B. Access Context
- C. Access Restriction
- D. Access Rights

Correct Answer: B

QUESTION 5

Your customer wants to implement a multistep approval process for sales quotes based on the account classification. Which of the following steps are mandatory to achieve this? Note: There are 2 correct Answers to this question.

- A. Define a condition in the process.
- B. Enter the direct approvers for each step.
- C. Assign an e-mail template for approval communication.
- D. Create a copy of the default process and maintain the copy.

Correct Answer: AD

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