



C_C4H410_21^{Q&As}

SAP Certified Application Associate - SAP Sales Cloud 2111

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QUESTION 1

What are some of the steps to create an ERP sales quote from an SAP Sales Cloud opportunity? Note: There are 2 correct Answers to this question.

- A. Ensure all sales activities are completed in the opportunity.
- B. Request pricing for the products in the opportunity.
- C. Click on Actions -> Create ERP Quote in the opportunity.
- D. Maintain the sales phase as Identify opportunity.

Correct Answer: BC

QUESTION 2

You need to change access to a work center for several users to read-only. Which setting do you use to apply restriction rules?

- A. Code list restrictions
- B. The access context
- C. A scoping question
- D. Any field of the business object

Correct Answer: B

QUESTION 3

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

Correct Answer: A

QUESTION 4

A bill of materials was triggered from SAP Sales Cloud using the Request External Pricing option. Where can the pricing and quantity be edited?



- A. In the parent item only
- B. In both the parent item and the child item
- C. In the quotation header
- D. In the child item only

Correct Answer: A

QUESTION 5

You need to enable offline pricing for an SAP Sales Cloud standalone solution. What do you need to replicate?

- A. Access sequence specific to a sales office
- B. Customer price conditions specific to a sales office
- C. Condition table specific to a sales office
- D. Billing information specific to a sales office

Correct Answer: B

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