



C_C4H410_21^{Q&As}

SAP Certified Application Associate - SAP Sales Cloud 2111

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**QUESTION 1**

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 2

You integrated Microsoft Outlook with SAP Sales Cloud. Which of the following activities can you perform after the integration? Note: There are 2 correct Answers to this question.

- A. Synchronize leads.
- B. Synchronize tasks.
- C. Synchronize quotes.
- D. Synchronize contacts.

Correct Answer: BD

QUESTION 3

What is the parameter on which sales team determination is based?

- A. Primary contact person
- B. Party role
- C. Follow-up opportunity
- D. Territory

Correct Answer: B

QUESTION 4

You want to standardize the rules of system access for all sales managers in your company in SAP Sales Cloud. Which



feature will you use to achieve this?

- A. Access context
- B. Access restrictions
- C. Business roles
- D. Business users

Correct Answer: C

QUESTION 5

What can you do with extension fields? Note: There are 2 correct Answers to this question.

- A. Add the field to a data source.
- B. Add the field to a form template.
- C. Add the field to the access sequence price lists.
- D. Add the field to a sales planning dimension.

Correct Answer: AB

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