C_C4H410_21^{Q&As}

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SAP Certified Application Associate - SAP Sales Cloud 2111

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QUESTION 1

What changes can be made to a sales order that has been saved and replicated to SAP S/4HANA for logistics processing?

A. Add new products.

B. Change sold-to party.

C. Remove payment terms.

D. Re-run credit check.

Correct Answer: D

QUESTION 2

Which of the following are social channels that can be utilized in SAP Sales Cloud? Note: There are 3 correct Answers to this question.

A. LinkedIn

B. Instagram

C. WeChat

D. TikTok

E. YouTube

Correct Answer: BCE

QUESTION 3

When you generate an account summary, what type of information is displayed? Note: There are 3 correct Answers to this question.

A. Marketing attributes

B. Relationships

C. Account team

D. Billing status

E. YTD revenue

Correct Answer: ABC

QUESTION 4

How can you set the lead qualification levels in SAP Sales Cloud? Note: There are 2 correct Answers to this question.

A. Manually maintained

B. Based on lead status

C. Based on surveys

D. Based on product lists

Correct Answer: AB

QUESTION 5

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

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