



# C\_C4H410\_21<sup>Q&As</sup>

SAP Certified Application Associate - SAP Sales Cloud 2111

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**QUESTION 1**

Which assignment options are available when creating a new base price list? Note: There are 2 correct Answers to this question.

- A. Scales
- B. Discounts
- C. Validity
- D. Sales team

Correct Answer: AC

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**QUESTION 2**

What options are available to upload data to a cloud data source? Note: There are 2 correct Answers to this question.

- A. Web service
- B. Broadcast reports
- C. Mashup
- D. CSV file

Correct Answer: CD

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**QUESTION 3**

You create sales quote in SAP Hybris Cloud for Customer for which a follow-up sales order must be created in SAP ERP. Which of the following activities must you perform before you create the sales order? There are 2 correct answers to this question.

- A. Set the pricing status to '\\Calculated Successfully\\'.
- B. Select '\\Simulate Order and Return Pricing\\'.
- C. Select '\\Create External Follow Up Document\\'.
- D. Create a sales quote with products.

Correct Answer: AB

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**QUESTION 4**

For which of the following options can you apply workflow rules? Note: There are 2 correct Answers to this question.



- A. Define and activate custom fields.
- B. Send e-mail notifications.
- C. Define an action response template.
- D. Define conditions for the action field update.

Correct Answer: BD

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#### QUESTION 5

What account attributes can be used to define rules and calculate territory assignment on an account? Note: There are 2 correct Answers to this question.

- A. ABC Classification
- B. ERP Sales Area
- C. Competitors
- D. Product

Correct Answer: AB

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