



C_C4H410_21^{Q&As}

SAP Certified Application Associate - SAP Sales Cloud 2111

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QUESTION 1

What happens to a sales quote when a follow-on contract-item is created?

- A. The sales quote is converted to a sales order.
- B. The sales quote status changes to won.
- C. The sales quote is sent for approval.
- D. The sales quote is cancelled.

Correct Answer: A

QUESTION 2

What is returned when you execute Request External Pricing in the sales quote? Note: There are 3 correct Answers to this question.

- A. Sales order
- B. Availability to promise
- C. Bill of materials
- D. Configurable products
- E. Credit check

Correct Answer: BCE

QUESTION 3

Which of the following steps are required when you set up a custom report that you want to make available for end users? Note: There are 2 correct Answers to this question.

- A. Create a key figure.
- B. Create a KPI.
- C. Choose a data source.
- D. Assign the report to a work center view.

Correct Answer: CD

QUESTION 4



Which SAP Sales Cloud business documents can have competitor products assigned? Note: There are 2 correct Answers to this question.

- A. Order
- B. Opportunity
- C. Survey
- D. Quotation

Correct Answer: BC

QUESTION 5

What is the first step that an administrator would take to enable the integration of SAP Sales Cloud with SAP S/4HANA?

- A. Set up conditions in the Data Protection and Privacy work center.
- B. Define integration fields in the Data Workbench work center.
- C. Define iFlows in the Administrator work center.
- D. Define settings in the Business Configuration work center.

Correct Answer: D

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