



C_C4H410_21^{Q&As}

SAP Certified Application Associate - SAP Sales Cloud 2111

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QUESTION 1

You would like to create a new product list, based on a required product. Which would be an example of cross-selling?

- A. An additional accessory of the product is proposed.
- B. A product of lower value is proposed for replacement.
- C. An additional product of higher value is proposed.
- D. A product of higher value is proposed for replacement.

Correct Answer: A

QUESTION 2

How can you give a business user access to a work center view? There are 2 correct answers to this question.

- A. Copy the access rights from a business user who already has access to the work center view
- B. Assign the business user to the territory structure
- C. Use business scoping to activate the work center containing the view
- D. Create a business role that has access to the work center view and assign it to the business user

Correct Answer: AC

QUESTION 3

Which views can you use to see the visit planner screen? Note: There are 2 correct Answers to this question.

- A. Map view
- B. Timeline view
- C. Table view
- D. Tile view

Correct Answer: AC

QUESTION 4

Your customer is reorganizing their sales organization. All opportunities need to be updated with the new sales organization units. Which tool do you use to perform this mass update? There are 2 correct answers to this question.

- A. Data Workbench



B. Data Migration Tool

C. Jobs Mass Data Run Object (MDRO) Jobs

D. XML File Input

Correct Answer: AB

QUESTION 5

What must you maintain to transfer data into SAP Hybris cloud for customer? Please choose the correct answer.

A. Migration Templates

B. Number ranges for business objects

C. ID Mapping

D. Code List Mapping

Correct Answer: D

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