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SAP Certified Application Associate - SAP Sales Cloud 2111

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QUESTION 1

You want to create a sales order in SAP S/4HANA from a sales quote in SAP Sales Cloud. Which of the following steps are prerequisites for triggering sales order creation? Note: There are 2 correct Answers to this question.

A. Create an ERP sales quote.

B. Request external pricing.

C. Add a product from a past quote.

D. Create an external follow-up document.

Correct Answer: BD

QUESTION 2

Which data is synchronized bi-directionally between SAP Hybris Cloud for Customer and SAP CRM on premise? There are 2 correct answers to this question.

A. Territory Management data

B. Opportunities

C. Product master data

D. Account Master Data

Correct Answer: BD

QUESTION 3

You need to configure sales phases during fine-tuning, but the activity is in read-only mode. What is the reason for this?

A. The fine-tuning activity is NOT assigned to the user.

B. The fine-tuning activity is NOT added to the project.

C. The fine-tuning activity is NOT open for configuration.

D. The fine-tuning activity has already been configured.

Correct Answer: B

QUESTION 4

How can you create a business user in SAP Sales Cloud? Note: There are 2 correct Answers to this question.

A. Manually create an employee.

B. Change the fine-tuning activity.

C. Import using a migration template.

D. Replicate accounts from SAP CRM.

Correct Answer: AC

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

QUESTION 6

For which of the following systems does SAP Sales Cloud provide standard integration content for registered products?

A. SAP Commerce

B. SAP Marketing

C. SAP CRM

D. SAP ERP

Correct Answer: D

QUESTION 7

Which of the following activities can you perform with the SAP add-in for Microsoft Excel? There are 2 correct answers to this question.

A. Insert SAP Cloud for Customer reports into Microsoft Excel spreadsheet

B. Upload Microsoft Excel workbooks to SAP Cloud for Customer

C. Share SAP Cloud for Customer report data using Object Linking and Embedding (OLE)

D. Publish Microsoft Excel workbooks to Microsoft Sharepoint from SAP Cloud for Customer

Correct Answer: AB

QUESTION 8

You want to launch the SAP ERP customer cockpit from an SAP Sales Cloud account to view transactions in SAP ERR Which of the following integration approaches support this requirement?

A. REST A2X service

B. SAPUI5 widget

C. SOAP A2X service

D. Mashup

Correct Answer: D

QUESTION 9

Which activities must you perform to enable retrieval of messages from a social media channel? Note: There are 2 correct Answers to this question.

A. Create and schedule a social media import run.

B. Import social media user profiles.

C. Invite accounts to connect.

D. Set up access to your social media account.

Correct Answer: AD

QUESTION 10

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

QUESTION 11

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 12

How do you do mass upload routing rules for visits? Note; There are 2 correct Answers to this question.

A. Upload an Excel file manually.

B. Use asynchronous Web services.

C. Use an OData service.

D. Use scoping.

Correct Answer: AC

QUESTION 13

What is the purpose of Data Workbench? Note: There are 3 correct Answers to this question.

A. Update

B. Simulate

C. Extract

D. Export

E. Import

Correct Answer: ADE

QUESTION 14

When do you implement the Approval process in SAP Hybris Cloud for Customer? There are 3 correct answers to this question.

A. You want different reviewers for a business object based on different conditions.

B. You want another user to review a business object before it can be processed further.

C. You want to define multiple review processes for the same business object.

D. You want the direct approver of a business object to be the reporting line manager.

E. You want to define multiple review steps for the same business object.

Correct Answer: ABE

QUESTION 15

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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