



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

Which characteristics apply to the SAP customer factsheet? Note: There are 2 correct Answers to this question.

- A. Editing can be performed directly in the factsheet.
- B. Data is displayed in PDF format.
- C. Connection with the Web service in SAP ERP or SAP CRM is invoked.
- D. A VPN connection is required.

Correct Answer: BC

QUESTION 3

Where can you maintain settings to notify a salesperson about aging leads?

- A. Scoping
- B. Fine tuning
- C. Extensibility
- D. Personalization

Correct Answer: B

QUESTION 4

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

QUESTION 5

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

QUESTION 6

You need to apply complex changes to an SAP Sales Cloud system after go live. Which option does SAP recommend for implementing these changes?

- A. Restore projects
- B. Transport projects
- C. Change projects
- D. Copy projects

Correct Answer: C

QUESTION 7

You need to create a URL mashup on the Account Overview to open a Google search. Which of the following elements are mandatory to configure the mashup? Please choose the correct answer.

- A. Port Type Package
- B. Port Binding
- C. Description
- D. Category

Correct Answer: B



QUESTION 8

You need to enable offline pricing for an SAP Sales Cloud standalone solution. What do you need to replicate?

- A. Access sequence specific to a sales office
- B. Customer price conditions specific to a sales office
- C. Condition table specific to a sales office
- D. Billing information specific to a sales office

Correct Answer: B

QUESTION 9

Which elements in a ticket are uniquely identified using a registered product? There are 2 correct answers to this question.

- A. Warranty
- B. Service Level Agreements
- C. Contract
- D. Service Entitlements

Correct Answer: AD

QUESTION 10

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

- A. The Fine Tuning activity is NOT open for configuration.
- B. The Fine Tuning activity is NOT added to the project.
- C. The Corresponding scoping element is NOT activated.
- D. The Fine Tuning activity is closed.

Correct Answer: C

QUESTION 11

As an administrator, which of the following objects can you design in the Business Analytics work center in SAP Sales Cloud? Note; There are 3 correct Answers to this question.



- A. Usage statistics
- B. KPIs
- C. Key figures
- D. Speedometer
- E. Data sources

Correct Answer: BCE

QUESTION 12

What are some of the features that SAP Sales Cloud provides during the Visit Planning phase? Note: There are 2 correct Answers to this question.

- A. Notifications for visit plan approval
- B. Status of tasks completed during the visit
- C. A calendar view containing visit details
- D. Map-based route planning

Correct Answer: CD

QUESTION 13

Based on which organizational elements can you define the distribution chain information in the product master? Note: There are 2 correct Answers to this question.

- A. Distribution channel
- B. Plant
- C. Sales organization
- D. Sales unit

Correct Answer: AC

QUESTION 14

You have enabled offline pricing for SAP Sales Cloud. What price entry field is available for order item entry in the SAP Sales Cloud mobile app?

- A. Freight Price
- B. Negotiated Price



C. Gross Price

D. Estimated Price

Correct Answer: D

QUESTION 15

Which of the following activities do you perform when you create an interactive dashboard? Note: There are 3 correct Answers to this question.

A. Define chart interaction.

B. Select report variants.

C. Define access by business role.

D. Assign the dashboard to a sales organization.

E. Identify new key figures for dashboard analysis

Correct Answer: ABC

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