



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

For which of the following business objects is external pricing supported? Note: There are 2 correct answers to this question.

- A. Orders
- B. Activities
- C. Quotes
- D. Leads

Correct Answer: AC

QUESTION 3

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 4

Which of the following actions are required to use Data Workbench successfully? Note: There are 3 correct Answers to this question.



- A. Provide import data.
- B. Map input fields with data fields.
- C. Purchase additional licenses for Data Workbench.
- D. Download the relevant import template.
- E. Change the template structure.

Correct Answer: ABD

QUESTION 5

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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