



C_C4H410_21^{Q&As}

SAP Certified Application Associate - SAP Sales Cloud 2111

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QUESTION 1

Which of the following activity types can you assign in the sales assistant within fine-tuning in SAP Sales Cloud? Note: There are 3 correct Answers to this question.

- A. Phone call
- B. E-mail
- C. Quotation
- D. Visit
- E. Task

Correct Answer: ADE

QUESTION 2

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 3

Which of the following granularities can you use to define discount lists in SAP Hybris Cloud for Customer? There are 2 correct answers to this question.

- A. Customer Specific Product Discount
- B. Customer Specific Sales Organization Discount
- C. Overall Customer Group Discount
- D. Customer Specific Territory Discount

Correct Answer: AC

QUESTION 4



What is the difference between a business user and an employee? Note: There are 2 correct Answers to this question.

- A. Business users can be created using the data migration template.
- B. Business users can be assigned access rights and business roles.
- C. Business users can be assigned to a sales team in an account.
- D. Employees need to be assigned directly to the organizational structure.

Correct Answer: BD

QUESTION 5

What happens during the lead aging notification process? Note: There are 2 correct answers to this question.

- A. The manager of the sales representative receives the notification.
- B. The sales representative of the lead receives the notification.
- C. A new high-priority notification is triggered after the first notification expires.
- D. By default, the priority for the notification is set to high.

Correct Answer: AD

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