



# C\_C4H410\_21<sup>Q&As</sup>

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

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#### QUESTION 2

What options are available to upload data to a cloud data source? Note: There are 2 correct Answers to this question.

- A. CSV file
- B. Broadcast reports
- C. Mashup
- D. Web service

Correct Answer: AD

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#### QUESTION 3

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

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#### QUESTION 4

Which of the following are characteristics of free goods usage in SAP Sales Cloud? Note: There are 3 correct Answers to this question.

- A. Items are read-only in the sales document.



- B. Inclusive determinations are allowed.
- C. Exclusive determinations are allowed.
- D. Items are editable in the sales document.
- E. Free goods determination is triggered by credit check.

Correct Answer: ACE

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#### QUESTION 5

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

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