



C_C4H410_21^{Q&As}

SAP Certified Application Associate - SAP Sales Cloud 2111

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QUESTION 1

Which of the following activities can you perform when you set up territory hierarchies? Note: There are 2 correct Answers to this question.

- A. Upload Territory Hierarchy from Excel
- B. Assign an employee responsible for a territory.
- C. Create Multiple Root Hierarchies.
- D. Set an account for territory override

Correct Answer: AC

QUESTION 2

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 3

Which of the following steps are required when you set up a custom report that you want to make available for end users? Note: There are 2 correct Answers to this question.

- A. Create a key figure.
- B. Create a KPI.
- C. Choose a data source.
- D. Assign the report to a work center view.

Correct Answer: CD

QUESTION 4

There is a report that uses real-time data in SAP BusinessObjects BI. You want to use this report in SAP Sales Cloud,



with minimum effort spent. How do you achieve this?

- A. Use a mashup approach.
- B. Build a custom dashboard.
- C. Build a custom UI screen.
- D. Use a data transfer approach.

Correct Answer: A

QUESTION 5

You need to change access to a work center for several users to read-only. Which setting do you use to apply restriction rules?

- A. Code list restrictions
- B. The access context
- C. A scoping question
- D. Any field of the business object

Correct Answer: B

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