



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

SAP Certified Application Associate - SAP Sales Cloud 2111

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### QUESTION 1

When do you implement the Approval process in SAP Hybris Cloud for Customer? There are 3 correct answers to this question.

- A. You want different reviewers for a business object based on different conditions.
- B. You want another user to review a business object before it can be processed further.
- C. You want to define multiple review processes for the same business object.
- D. You want the direct approver of a business object to be the reporting line manager.
- E. You want to define multiple review steps for the same business object.

Correct Answer: ABE

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### QUESTION 2

What does the InsideView feature in leads do?

- A. Provides a very detailed inside look at the products in leads
- B. Provides real-time insights from social media about prospective customers
- C. Provides information on feeds of your competitor accounts
- D. Provides real-time insights about lead performance

Correct Answer: C

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### QUESTION 3

You need to create a mashup on the account overview that will allow you to open a search engine in a new window. What kind of mashup do you create?

- A. Web service
- B. Data
- C. HTML
- D. URL

Correct Answer: D

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### QUESTION 4

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



- A. The fine-tuning activity is NOT assigned to the user.
- B. The fine-tuning activity is NOT added to the project.
- C. The fine-tuning activity is NOT open for configuration.
- D. The fine-tuning activity has already been configured.

Correct Answer: B

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#### QUESTION 5

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

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