



C_C4H410_21^{Q&As}

SAP Certified Application Associate - SAP Sales Cloud 2111

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QUESTION 1

When you generate an account summary, what type of information is displayed? Note: There are 3 correct Answers to this question.

- A. Marketing attributes
- B. Relationships
- C. Account team
- D. Billing status
- E. YTD revenue

Correct Answer: ABC

QUESTION 2

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

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**

You integrated Microsoft Outlook with SAP Sales Cloud. Which of the following activities can you perform after the integration? Note: There are 2 correct Answers to this question.

- A. Synchronize leads.
- B. Synchronize tasks.
- C. Synchronize quotes.
- D. Synchronize contacts.

Correct Answer: BD

QUESTION 5

You want to launch the SAP ERP customer cockpit from an SAP Sales Cloud account to view transactions in SAP ERP. Which of the following integration approaches support this requirement?

- A. REST A2X service
- B. SAPUI5 widget
- C. SOAP A2X service
- D. Mashup

Correct Answer: D

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