



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

SAP Certified Application Associate - SAP Sales Cloud 2111

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#### QUESTION 1

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 2

What are some of the features that SAP Sales Cloud provides during the Visit Planning phase? Note: There are 2 correct Answers to this question.

- A. Notifications for visit plan approval
- B. Status of tasks completed during the visit
- C. A calendar view containing visit details
- D. Map-based route planning

Correct Answer: CD

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#### QUESTION 3

You have selected the Override Territory field on the Accounts Overview page. What effect does this have on territory determination?

- A. It excludes the account during the territory realignment run.
- B. It aligns the account territory determination with the territory realignment run.
- C. It excludes accounts with multiple territories from the territory realignment run.
- D. It aligns all accounts marked for territory override with a territory team.

Correct Answer: A

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#### QUESTION 4

A Bill of Material was triggered from SAP Hybris Cloud for Customer using the Request External Pricing option. Where can the pricing and quantity be edited? Please choose the correct answer.



- A. In the child item only
- B. In both the parent item and the child item
- C. In the parent item only
- D. In the quotation header

Correct Answer: C

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#### QUESTION 5

During sales order simulation, what are the possible pricing statuses that can be returned? Note: There are 2 correct Answers to this question.

- A. Calculated successfully
- B. Calculation rejected
- C. Not calculated
- D. Calculation simulated

Correct Answer: AC

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