C_C4H410_21^{Q&As}

SAP Certified Application Associate - SAP Sales Cloud 2111

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QUESTION 1

You are viewing a 360?overview of the customer in SAP Hybris cloud for customer. Which of the following recent order details are available in this overview for your account? There are 3 correct answers to this question.

A. Invoice status

B. Delivery status

C. Credit status

D. Sales order ID

E. Bill-to-party ID

Correct Answer: ABD

QUESTION 2

What is the first step that an administrator would take to enable the integration of SAP Sales Cloud with SAP S/4HANA?

A. Set up conditions in the Data Protection and Privacy work center.

B. Define integration fields in the Data Workbench work center.

C. Define iFlows in the Administrator work center.

D. Define settings in the Business Configuration work center.

Correct Answer: D

QUESTION 3

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

QUESTION 4

Which of the following planning dimensions can you use to set up a sales target plan? Note: There are 3 correct Answers to this question.

A. Employee

B. Sales area

C. Territory

D. ABC classification

E. Account

Correct Answer: BCE

QUESTION 5

What must you do to allow your customer to add product images to sales quote print forms?

A. Activate the scoping element.

B. Configure the fine-tuning activity.

C. Enable adaptation and adjust the sales quote.

D. Upload all images into the library.

Correct Answer: A

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