C_C4H410_21[Q&As]

SAP Certified Application Associate - SAP Sales Cloud 2111

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QUESTION 1

How can you set the lead qualification levels in SAP Sales Cloud? Note: There are 2 correct Answers to this question.

A. Manually maintained

B. Based on lead status

C. Based on surveys

D. Based on product lists

Correct Answer: AB

QUESTION 2

Which of the following actions are required to use Data Workbench successfully? Note: There are 3 correct Answers to this question.

A. Provide import data.

B. Map input fields with data fields.

C. Purchase additional licenses for Data Workbench.

D. Download the relevant import template.

E. Change the template structure.

Correct Answer: ABD

QUESTION 3

What type of confirmation is received for an availability check when you use the Request External Pricing option from SAP Sales Cloud?

A. Non-binding confirmation

B. Complete confirmation

C. Future confirmation

D. Follow-up confirmation

Correct Answer: A

QUESTION 4

Based on which organizational elements can you define the distribution chain information in the product master? Note: There are 2 correct Answers to this question.

A. Distribution channel

B. Plant

C. Sales organization

D. Sales unit

Correct Answer: AC

QUESTION 5

What is a workflow rule used for? There are 2 correct answers to this question.

A. To set up automatic e-mail notifications

B. To define and activate rules for automatic field updates

C. To set up the organizational work distribution

D. To define and activate an approval process

Correct Answer: BD

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