



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

SAP Certified Application Associate - SAP Sales Cloud 2111

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#### QUESTION 1

What you can use to map the complex organizational structure of a large account in SAP Hybris Cloud for Customer? Please choose the correct answer.

- A. Account Hierarchy
- B. Territory Hierarchy
- C. Product Hierarchy
- D. Organizational Structure

Correct Answer: A

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#### QUESTION 2

What account attributes can be used to define rules and calculate territory assignment on an account? Note: There are 2 correct Answers to this question.

- A. ABC Classification
- B. ERP Sales Area
- C. Competitors
- D. Product

Correct Answer: AB

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#### QUESTION 3

What happens to a sales quote when a follow-on contract-item is created?

- A. The sales quote is converted to a sales order.
- B. The sales quote status changes to won.
- C. The sales quote is sent for approval.
- D. The sales quote is cancelled.

Correct Answer: A

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#### QUESTION 4

To which of the following can you assign a custom report to control its visibility? Note: There are 2 correct Answers to this question.



- A. Business role
- B. Access context
- C. Work center
- D. Business user

Correct Answer: AC

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#### 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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