



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 purpose of Data Workbench? Note: There are 3 correct Answers to this question.

- A. Update
- B. Simulate
- C. Extract
- D. Export
- E. Import

Correct Answer: ADE

QUESTION 3

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 4

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 5

Which of the following activities can you perform when you set up territory hierarchies? Note: There are 2 correct Answers to this question.

- A. Upload Territory Hierarchy from Excel
- B. Assign an employee responsible for a territory.
- C. Create Multiple Root Hierarchies.
- D. Set an account for territory override

Correct Answer: AC

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