



C_C4H410_21^{Q&As}

SAP Certified Application Associate - SAP Sales Cloud 2111

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QUESTION 1

Your customer wants to implement a multistep approval process for sales quotes based on the account classification. Which of the following steps are mandatory to achieve this? Note: There are 2 correct Answers to this question.

- A. Define a condition in the process.
- B. Enter the direct approvers for each step.
- C. Assign an e-mail template for approval communication.
- D. Create a copy of the default process and maintain the copy.

Correct Answer: AD

QUESTION 2

You need to configure sales phases during fine tuning but an activity is in read-only mode. What is the reason for this? Please choose the correct answer.

- A. The Fine Tuning activity is NOT open for configuration.
- B. The Fine Tuning activity is NOT added to the project.
- C. The Corresponding scoping element is NOT activated.
- D. The Fine Tuning activity is closed.

Correct Answer: C

QUESTION 3

Your customer is reorganizing their sales organization. All opportunities need to be updated with the new sales organization units. Which tool do you use to perform this mass update? There are 2 correct answers to this question.

- A. Data Workbench
- B. Data Migration Tool
- C. Jobs Mass Data Run Object (MDRO) Jobs
- D. XML File Input

Correct Answer: AB

QUESTION 4

Which action should you execute to set the pricing status in a sales order to Calculated?



- A. Trigger simulation on the sales order in a non-integrated environment.
- B. Trigger simulation on the sales order in an integrated environment.
- C. Trigger a consistency check in the sales order.
- D. Trigger Submit for Approval in the sales order.

Correct Answer: B

QUESTION 5

What must you maintain to transfer data into SAP Hybris cloud for customer? Please choose the correct answer.

- A. Migration Templates
- B. Number ranges for business objects
- C. ID Mapping
- D. Code List Mapping

Correct Answer: D

QUESTION 6

Which of the following are characteristics of free goods usage in SAP Sales Cloud? Note: There are 3 correct Answers to this question.

- A. Items are read-only in the sales document.
- B. Inclusive determinations are allowed.
- C. Exclusive determinations are allowed.
- D. Items are editable in the sales document.
- E. Free goods determination is triggered by credit check.

Correct Answer: ACE

QUESTION 7

When you generate an account summary, what type of information is displayed? Note: There are 3 correct Answers to this question.

- A. Marketing attributes
- B. Relationships



- C. Account team
- D. Billing status
- E. YTD revenue

Correct Answer: ABC

QUESTION 8

Which assignment options are available when creating a new base price list? Note: There are 2 correct Answers to this question.

- A. Scales
- B. Discounts
- C. Validity
- D. Sales team

Correct Answer: AC

QUESTION 9

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 10

Which of the following business objects can be used in a default approval process? Note: There are 2 correct Answers to this question.

- A. Visit
- B. Sales quote
- C. Ticket



D. Appointment

Correct Answer: CD

QUESTION 11

Which of the following activities do you perform when you create an interactive dashboard? Note: There are 3 correct Answers to this question.

- A. Select report variants.
- B. Identify new key figures for dashboard analysis.
- C. Assign the dashboard to a sales organization.
- D. Define chart interaction.
- E. Define access by business role.

Correct Answer: ADE

QUESTION 12

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 13

Which of the following initial tasks are required to configure SAP Hybris Cloud for Customer? There are 2 correct answers to this question.

- A. Define the organizational structure
- B. Define the business roles
- C. Set up scoping and fine tuning
- D. Define the territory structure



Correct Answer: AC

QUESTION 14

Which action triggers the credit limit determination in SAP Hybris Cloud for Customer? Please choose the correct answer.

- A. Request External Pricing
- B. Release to ERP
- C. Initiate Transfer
- D. Calculate Pricing

Correct Answer: A

QUESTION 15

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

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