

C_C4H410_21^{Q&As}

SAP Certified Application Associate - SAP Sales Cloud 2111

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QUESTION 1

Which data is synchronized bi-directionally between SAP Sales Cloud and SAP CRM on premise? Note: There are 2 correct Answers to this question.

- A. Contacts
- B. Pricing
- C. Promotions
- D. Leads

Correct Answer: AB

QUESTION 2

What can you use to map the complex organizational structure of a large account in SAP Sales Cloud?

- A. Organizational structure
- B. Account hierarchy
- C. 360 overview
- D. Territory hierarchy

Correct Answer: B

QUESTION 3

How can you give a business user access to a work center view? There are 2 correct answers to this question.

- A. Copy the access rights from a business user who already has access to the work center view
- B. Assign the business user to the territory structure
- C. Use business scoping to activate the work center containing the view
- D. Create a business role that has access to the work center view and assign it to the business user

Correct Answer: AC

QUESTION 4

You integrated Microsoft Outlook with SAP Sales Cloud. Which of the following activities can you perform after the integration? Note: There are 2 correct Answers to this question.

- A. Synchronize leads.

- B. Synchronize tasks.
- C. Synchronize quotes.
- D. Synchronize contacts.

Correct Answer: BD

QUESTION 5

What happens during the lead aging notification process? Note: There are 2 correct answers to this question.

- A. The manager of the sales representative receives the notification.
- B. The sales representative of the lead receives the notification.
- C. A new high-priority notification is triggered after the first notification expires.
- D. By default, the priority for the notification is set to high.

Correct Answer: AD

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