

C_C4H410_21^{Q&As}

SAP Certified Application Associate - SAP Sales Cloud 2111

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QUESTION 1

Which of the following attributes within an opportunity can you use to create a forecast? Note: There are 2 correct Answers to this question.

- A. Weighted revenue
- B. Total contract value
- C. Item revenue
- D. Expected revenue

Correct Answer: AD

QUESTION 2

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 3

You need to assign one contact to multiple accounts. How do you create this contact in SAP Hybris Cloud for Customer? Please choose the correct answer.

- A. You create different contacts for each account.
- B. You merge both accounts and create the contact record for that account.
- C. You create the contact master record only and add it to the account hierarchy.
- D. You create the contact for the first account and add the same contact to the second account.

Correct Answer: D

QUESTION 4

For which of the following reasons would you create a business role? There are 3 correct answers to this question.

- A. You want to set up a service agent for an administrator.

- B. You want to restrict drop-down list values for a specific group of users.
- C. You want to make custom reports available on the home page.
- D. You want to standardize system access.
- E. You want to perform fine-tuning activities.

Correct Answer: ABD

QUESTION 5

To which of the following are hotfixes applied?

- A. To an individual customer tenant only
- B. To a set of tenants
- C. To production tenants only
- D. To test tenants only

Correct Answer: B

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