

C_C4H410_21^{Q&As}

SAP Certified Application Associate - SAP Sales Cloud 2111

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QUESTION 1

There is a report that uses real-time data in SAP BusinessObjects BI. You want to use this report in SAP Sales Cloud, with minimum effort spent. How do you achieve this?

- A. Use a mashup approach.
- B. Build a custom dashboard.
- C. Build a custom UI screen.
- D. Use a data transfer approach.

Correct Answer: A

QUESTION 2

Where can you maintain settings to notify a salesperson about aging leads?

- A. Scoping
- B. Fine tuning
- C. Extensibility
- D. Personalization

Correct Answer: B

QUESTION 3

What is returned when you execute Request External Pricing in the sales quote? Note: There are 3 correct Answers to this question.

- A. Sales order
- B. Availability to promise
- C. Bill of materials
- D. Configurable products
- E. Credit check

Correct Answer: BCE

QUESTION 4

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 5

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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