C_C4H410_21 ^{Q&As}

SAP Certified Application Associate - SAP Sales Cloud 2111

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QUESTION 1

Which features are available when you create a sales forecast? There are 2 correct answers to this question.

A. Multi-level categorization

B. Multi-dimensional forecasting

C. Multi-level overrides

D. Multi-dimensional rules

Correct Answer: BC

QUESTION 2

What are some of the steps to create an ERP sales quote from an SAP Sales Cloud opportunity? Note: There are 2 correct Answers to this question.

A. Ensure all sales activities are completed in the opportunity.

B. Request pricing for the products in the opportunity.

C. Click on Actions -> Create ERP Quote in the opportunity.

D. Maintain the sales phase as Identify opportunity.

Correct Answer: BC

QUESTION 3

You need to split and distribute the opportunity revenue, but you do NOT see a particular employee in the list while performing the distribution. What must be the reason for this? Please choose the correct answer.

A. The employee is NOT part of the account team.

B. The employee is NOT part of the sales team.

C. The employee is NOT part of the sales organization.

D. The employee is NOT part of the sales org. unit.

Correct Answer: B

QUESTION 4

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 5

During sales order sim-ulation, what are the possible pricing statuses that can be returned? Note: There are 2 correct Answers to this question.

A. Calculated successfully

B. Calculation rejected

C. Not calculated

D. Calculation simulated

Correct Answer: AC

QUESTION 6

Which of the following activity types can you assign in the sales assistant within fine-tuning in SAP Sales Cloud? Note: There are 3 correct Answers to this question.

A. Phone call

B. E-mail

C. Quotation

D. Visit

E. Task

Correct Answer: ADE

QUESTION 7

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 8

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 9

Which of the following initial tasks are required to configure SAP Hybros 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 10

As an administrator, which of the following objects can you design in the Business Analytics work center in SAP Sales Cloud? Note; There are 3 correct Answers to this question.

A. Usage statistics

B. KPIs

C. Key figures

D. Speedometer

E. Data sources

Correct Answer: BCE

QUESTION 11

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 12

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

A. Define chart interaction.

B. Select report variants.

C. Define access by business role.

D. Assign the dashboard to a sales organization.

E. Identify new key figures for dashboard analysis

Correct Answer: ABC

QUESTION 13

What is the difference between a business user and an employee? Note: There are 2 correct Answers to this question.

A. Business users can be created using the data migration template.

B. Business users can be assigned access rights and business roles.

C. Business users can be assigned to a sales team in an account.

D. Employees need to be assigned directly to the organizational structure.

Correct Answer: BD

QUESTION 14

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 15

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

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