



C_C4H410_21

SAP Sales Cloud Certification Questions & Answers



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SAP Certified Application Associate - SAP Sales Cloud 2111
80 Questions Exam – 63% Cut Score – Duration of 180 minutes

C_C4H410_21 Practice Test

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C_C4H410_21 Questions and Answers Set

Question: 1

To which of the following are hotfixes applied?

Please choose the correct answer.

- a) To a set of tenants
- b) To an individual customer tenant only
- c) To test tenants only
- d) To production tenants only

Answer: a

Question: 2

For which of the following systems does SAP Sales Cloud provide standard integration content for registered products?

Please choose the correct answer.

- a) SAP ERP
- b) SAP Marketing
- c) SAP Commerce
- d) SAP CRM

Answer: a

Question: 3

What happens during the lead aging notification process?

There are 2 correct answers to this question.

- a) A new high priority notification is triggered after the first notification expires.
- b) The manager of the sales representative receives the notification.
- c) By default, the priority for the notification is set to high.
- d) The lead owner receives the notification.

Answer: b, c

Question: 4

You want to transfer data from SAP Sales Cloud to an external Web page in an additional browser window. Which mashup type do you recommend?

Please choose the correct answer.

- a) Data mashup
- b) Custom mashup
- c) HTML mashup
- d) URL mashup

Answer: d

Question: 5

You need to change access to a work center for several users to read-only. Which setting do you use to apply restriction rules?

Please choose the correct answer.

- a) Any field of the business object
- b) Code list restrictions
- c) The access context
- d) A scoping question

Answer: c

Question: 6

Which sales planning dimensions can you use to define a sales target plan?

There are 2 correct answers to this question.

- a) Sales unit
- b) Product list
- c) Account team
- d) Employee

Answer: a, d

Question: 7

You want to launch the SAP ERP customer cockpit from an SAP Sales Cloud account to view transactions in SAP ERP. Which of the following integration approaches support this requirement?

Please choose the correct answer.

- a) SOAP A2X Service
- b) REST A2X Service
- c) SAPUI5 widget
- d) Mashup

Answer: d

Question: 8

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

Please choose the correct answer.

- a) Trigger a consistency check in the sales order.
- b) Trigger simulation on the sales order in an integrated environment.
- c) Trigger simulation on the sales order in a non-integrated environment.
- d) Trigger Submit for Approval in the sales order.

Answer: b

Question: 9

For which of the following business objects is external pricing supported?

There are 2 correct answers to this question.

- a) Leads
- b) Orders
- c) Activities
- d) Quotes

Answer: b, d

Question: 10

You want to use the revenue split within opportunities. Which of the following actions are required?

Please choose the correct answer.

- a) Assign employees to a territory organization.
- b) Include employees as part of the account team.
- c) Create a sales planning dimension.
- d) Activate scoping questions.

Answer: d

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