

C_C4H410_21^{Q&As}

SAP Certified Application Associate - SAP Sales Cloud 2111

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QUESTION 1

Which of the following results are possible for the external Available-to-Promise (ATP) check in sales quotes? There are 3 correct answers to this question.

- A. No confirmation
- B. External procurement
- C. Binding confirmation
- D. Full delivery on requested date
- E. Late delivery or insufficient quantity

Correct Answer: ADE

QUESTION 2

You have selected the Override Territory field on the Accounts overview page. What effect does this have on the territory determination? Please choose the correct answer.

- A. It removes the account from the territory realignment calculation.
- B. It removes only accounts with multiple territories from the territory realignment run.
- C. It aligns the account territory determination with the territory realignment run.
- D. It remove the employee from the territory realignment calculation.

Correct Answer: A

QUESTION 3

Based on which organizational elements can you define the distribution chain information in the product master? Note: There are 2 correct Answers to this question.

- A. Distribution channel
- B. Plant
- C. Sales organization
- D. Sales unit

Correct Answer: AC

QUESTION 4

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

- A. SAP Commerce
- B. SAP Marketing
- C. SAP CRM
- D. SAP ERP

Correct Answer: D

QUESTION 5

What must you define to enable upsell and downsell product recommendations in sale quotes? Please choose the correct answer.

- A. Product categories
- B. Product lists
- C. Product groups
- D. Product hierarchies

Correct Answer: B

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