

C_C4H410_21^{Q&As}

SAP Certified Application Associate - SAP Sales Cloud 2111

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QUESTION 1

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

QUESTION 2

What activities do you perform in the Administrator work center to enable a new social media channel? There are 3 correct answers to this question.

- A. Create and schedule a social media import run.
- B. Define the ticket priority with the social media channel provider.
- C. Select the social media channel service level.
- D. Set up access to your social media account.
- E. Select the channel type.

Correct Answer: ABC

QUESTION 3

What must you do to allow your customer to add product images to sales quote print forms?

- A. Activate the scoping element.
- B. Configure the fine-tuning activity.
- C. Enable adaptation and adjust the sales quote.
- D. Upload all images into the library.

Correct Answer: A

QUESTION 4

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 5

Which of the following are characteristics of free goods usage in SAP Sales Cloud? Note: There are 3 correct Answers to this question.

- A. Items are read-only in the sales document.
- B. Inclusive determinations are allowed.
- C. Exclusive determinations are allowed.
- D. Items are editable in the sales document.
- E. Free goods determination is triggered by credit check.

Correct Answer: ACE

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