C_C4H410_21^{Q&As}

SAP Certified Application Associate - SAP Sales Cloud 2111

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QUESTION 1

Which views can you use to see the visit planner screen? Note: There are 2 correct Answers to this question.

A. Tile view

B. Table view

C. Timeline view

D. Map view

Correct Answer: BD

QUESTION 2

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 3

Which of the following business objects can be used in a default approval process? Note: There are 2 correct Answers to this question.

A. Visit

B. Sales quote

C. Ticket

D. Appointment

Correct Answer: CD

QUESTION 4

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 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?

A. Code list restrictions

B. The access context

C. A scoping question

D. Any field of the business object

Correct Answer: B

QUESTION 6

What are some of the features that SAP Sales Cloud provides during the Visit Planning phase? Note: There are 2 correct Answers to this question.

A. Notifications for visit plan approval

B. Status of tasks completed during the visit

C. A calendar view containing visit details

D. Map-based route planning

Correct Answer: CD

QUESTION 7

You need to configure sales phases during fine-tuning, but the activity is in read-only mode. What is the reason for this?

A. The fine-tuning activity is NOT assigned to the user.

B. The fine-tuning activity is NOT added to the project.

C. The fine-tuning activity is NOT open for configuration.

D. The fine-tuning activity has already been configured.

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Correct Answer: B

QUESTION 8

What options are available to upload data to a cloud data source? Note: There are 2 correct Answers to this question.

A. CSV file

B. Broadcast reports

C. Mashup

D. Web service

Correct Answer: AD

QUESTION 9

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 10

What can you do with extension fields? Note: There are 2 correct Answers to this question.

A. Add the field to a data source.

B. Add the field to a form template.

C. Add the field to the access sequence price lists.

D. Add the field to a sales planning dimension.

Correct Answer: AB

QUESTION 11

You need to change the settings for the lead aging notification. What do you have to do? Please choose the correct answer.

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A. Use the business configuration work center to modify the number of days of the notification expiration.

B. Use the Sales work center to trigger the time of the notification.

C. Use the Application and User Management work center to assign users to the notification.

D. Use the Administrator work center to set up priorities for the notification.

Correct Answer: A

QUESTION 12

In HTML5, what can you do using the field definition link? There are 2 correct answers to this question.

A. Hide an extension filed form the master template.

B. Add an extension field to the page layout.

C. Add an extension field to a form template.

D. Add an extension field to a data source.

Correct Answer: CD

QUESTION 13

You need to assign one contact to multiple accounts. How do you create this contact in SAP Hybris Cloud for Customer? Please choose the correct answer.

A. You create different contacts for each account.

B. You merge both accounts and create the contact record for that account.

C. You create the contact master record only and add it to the account hierarchy.

D. You create the contact for the first account and add the same contact to the second account.

Correct Answer: D

QUESTION 14

What happens during the lead aging notification process? Note: There are 2 correct answers to this question.

A. The manager of the sales representative receives the notification.

B. The sales representative of the lead receives the notification.

C. A new high-priority notification is triggered after the first notification expires.

D. By default, the priority for the notification is set to high.

Correct Answer: AD

QUESTION 15

You want to standardize the rules of system access for all sales managers in your company in SAP Sales Cloud. Which feature will you use to achieve this?

A. Access context

B. Access restrictions

C. Business roles

D. Business users

Correct Answer: C