

## SAP.C-C4H410-04.v2022-03-23.q36

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### NEW QUESTION: 1

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. Request pricing for the products in the opportunity.
- B. Ensure all sales activities are completed in the opportunity.
- C. Click on Actions -> Create ERP Quote in the opportunity.
- D. Maintain the sales phase as Identify opportunity.

**Answer:** ([SHOW ANSWER](#))

### NEW QUESTION: 2

Your customer wants to set up pricing in SAP Sales Cloud. What must you do to perform internal pricing?

Note: There are 2 correct Answers to this question.

- A. Maintain price lists and discount lists.
- B. Maintain product lists.
- C. Maintain integration with SAP ERP.
- D. Enable business scoping.

**Answer:** ([SHOW ANSWER](#))

### NEW QUESTION: 3

You want to create a sales order in SAP S/4HANA from a sales quote in SAP Sales Cloud.

Which of the following steps are prerequisites for triggering sales order creation? Note:

There are 2 correct Answers to this question.

- A. Create an ERP sales quote.
- B. Request external pricing.
- C. Add a product from a past quote.

D. Create an external follow-up document.

**Answer: B,D ([LEAVE A REPLY](#))**

**NEW QUESTION: 4**

What can you use to map the complex organizational structure of a large account in SAP Sales Cloud?

- A. 360 overview
- B. Territory hierarchy
- C. Organizational structure
- D. Account hierarchy

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 5**

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. Web service
- C. Broadcast reports
- D. Mashup

**Answer: A,D ([LEAVE A REPLY](#))**

**NEW 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. Task
- B. E-mail
- C. Phone call
- D. Visit
- E. Quotation

**Answer: A,C,D ([LEAVE A REPLY](#))**

**NEW QUESTION: 7**

When you generate an account summary, what type of information is displayed? Note: There are 3 correct Answers to this question.

- A. Account team
- B. Marketing attributes
- C. YTD revenue
- D. Billing status
- E. Relationships

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 8**

Which types of updates are maintained in the Feeds facet of an SAP Sales Cloud account? Note: There are 3 correct Answers to this question.

- A. Proxy
- B. System
- C. Product
- D. People
- E. Upgrade

**Answer: B,C,D ([LEAVE A REPLY](#))**

**NEW QUESTION: 9**

You want to automate the update of a particular field in an opportunity, based on a set of conditions. Which feature do you use?

- A. Personalization
- B. Workflow rules
- C. Notification
- D. Access restrictions

**Answer: B ([LEAVE A REPLY](#))**

**NEW QUESTION: 10**

Which of the following activities can you perform when you set up territory hierarchies?

Note: There are

2 correct Answers to this question.

- A. Assign an employee responsible for a territory.
- B. Set an account for territory override.
- C. Create Multiple Root Hierarchies.
- D. Upload Territory Hierarchy from Excel

**Answer: C,D ([LEAVE A REPLY](#))**

**NEW QUESTION: 11**

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?

- A. REST A2X service
- B. Mashup
- C. SOAP A2X service
- D. SAPUI5 widget

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 12**

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. Business roles
- B. Access restrictions
- C. Access context
- D. Business users

**Answer: A ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 13**

Which of the following actions can you perform with the Adaptation function? Note: There are 2 correct Answers to this question.

- A. Assign a page layout to achieve dynamic user interfaces.
- B. Create workflow rules.
- C. Create code list restrictions.
- D. Create an extension field and define its properties.

**Answer: A,D ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 14**

You want to automate the update of a particular field in an opportunity, based on a set of conditions.

Which feature do you use?

- A. Personalization
- B. Workflow rules
- C. Access restrictions
- D. Notification

**Answer: ([SHOW ANSWER](#))**

#### **NEW QUESTION: 15**

Which elements can you define during fine-tuning? Note: There are 2 correct Answers to this question.

- A. Sales territory hierarchy level
- B. Sales assistant
- C. Routing rules
- D. Account hierarchy

**Answer: A,B ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 16**

Which of the following are social channels that can be utilized in SAP Sales Cloud? Note: There are 3 correct Answers to this question.

- A. TikTok
- B. WeChat

- C. Instagram
- D. YouTube
- E. LinkedIn

**Answer: ([SHOW ANSWER](#))**

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**NEW QUESTION: 17**

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 tasks.
- B. Synchronize contacts.
- C. Synchronize leads.
- D. Synchronize quotes.

**Answer: A,B ([LEAVE A REPLY](#))**

**NEW QUESTION: 18**

For which of the following business requirements would you use the Personalization feature? Note:

There are 2 correct Answers to this question.

- A. A sales manager wants different screen layouts assigned to two different business roles.
- B. A service manager wants to arrange his ticket queue with Assigned To as the first column.
- C. A sales representative wants to modify the screen layout.
- D. An administrator wants to change a standard field label to a new value.

**Answer: B,C ([LEAVE A REPLY](#))**

**NEW QUESTION: 19**

How can a sales manager monitor progress on a sales target?

- A. View the My Team: Sales Target/Pipeline report.
- B. View the sales target in view mode.
- C. View the Sales Target/Pipeline by Employee report.
- D. View the Sales Target Progress report.

**Answer: A ([LEAVE A REPLY](#))**

**NEW QUESTION: 20**

What type of confirmation is received for an availability check when you use the Request External Pricing option from SAP Sales Cloud?

- A. Non-binding confirmation
- B. Future confirmation
- C. Complete confirmation
- D. Follow-up confirmation

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 21**

Your customer defines a person who is responsible for checking every SAP Sales Cloud upgrade. Upgrade notifications need to be sent via e-mail to this person. Which of the following steps must you perform in SAP Sales Cloud to set this up?

- A. Define the IT contact in the Service Control Center.
- B. Define the IT contact in the business configuration scoping.
- C. Create a download account on the SAP Support Portal.
- D. Assign the IT contact to a business role with Administrator authorizations.

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 22**

Which activities must you perform to enable retrieval of messages from a social media channel? Note:

There are 2 correct Answers to this question.

- A. Create and schedule a social media import run.
- B. Invite accounts to connect.
- C. Import social media user profiles.
- D. Set up access to your social media account.

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 23**

Where can you activate buying center relationships in SAP Sales Cloud?

- A. Personalization
- B. Fine tuning
- C. Extensibility
- D. Scoping

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 24**

On which revenue levels can a forecast be based? Note: There are 2 correct Answers to this question.

- A. Customer
- B. Territory
- C. Opportunity
- D. Product

**Answer: (SHOW ANSWER)**

#### **NEW QUESTION: 25**

You want to set up SAP Sales Cloud to only allow sales representatives to view their own accounts and contacts. Which feature will you configure to achieve this?

- A. Attributes
- B. Access restrictions
- C. Workflow rules
- D. Access context

**Answer: (SHOW ANSWER)**

#### **NEW QUESTION: 26**

Which options do you have when you create an activity plan? Note: There are 2 correct Answers to this question.

- A. Define route planning for visit execution.
- B. Define whether tasks are mandatory.
- C. Define the validity of the activity plan.
- D. Define workflow rules for the activity plan.

**Answer: B,C (LEAVE A REPLY)**

#### **NEW QUESTION: 27**

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. Item revenue
- C. Expected revenue
- D. Total contract value

**Answer: A,C (LEAVE A REPLY)**

#### **NEW QUESTION: 28**

You have selected the Override Territory field on the Accounts Overview page. What effect does this have on territory determination?

- A. It excludes accounts with multiple territories from the territory realignment run.
- B. It aligns the account territory determination with the territory realignment run.
- C. It excludes the account during the territory realignment run.

D. It aligns all accounts marked for territory override with a territory team.

**Answer: C (LEAVE A REPLY)**

**NEW QUESTION: 29**

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. Any field of the business object
- C. The access context
- D. A scoping question

**Answer: C (LEAVE A REPLY)**

**NEW QUESTION: 30**

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. Employees need to be assigned directly to the organizational structure.
- D. Business users can be assigned to a sales team in an account.

**Answer: B,C (LEAVE A REPLY)**

**NEW QUESTION: 31**

Which of the following are characteristics of change projects? Note: There are 3 correct Answers to this question.

- A. Only one active change project can exist in the system at a time.
- B. When change projects are created, a copy of the live project is created.
- C. Change projects can be created in production systems.
- D. Multiple change projects can exist at the same time.
- E. Change projects can only be created in test systems.

**Answer: A,B,C (LEAVE A REPLY)**

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**NEW QUESTION: 32**

What is returned when you execute Request External Pricing in the sales quote? Note:  
There are 3 correct Answers to this question.

- A. Sales order
- B. Credit check
- C. Availability to promise
- D. Bill of materials
- E. Configurable products

**Answer: B,C,D ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 33**

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 sales planning dimension.
- C. Add the field to a form template.
- D. Add the field to the access sequence price lists.

**Answer: A,C ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 34**

You need to enable offline pricing for an SAP Sales Cloud standalone solution. What do you need to replicate?

- A. Access sequence specific to a sales office
- B. Condition table specific to a sales office
- C. Customer price conditions specific to a sales office
- D. Billing information specific to a sales office

**Answer: C ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 35**

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

- A. Timeline view
- B. Table view
- C. Map view
- D. Tile view

**Answer: B,C ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 36**

Which data is synchronized bi-directionally between SAP Sales Cloud and SAP CRM on premise? Note:

There are 2 correct Answers to this question.

- A. Contacts
- B. Leads

C. Promotions

D. Pricing

Answer: A,D ([LEAVE A REPLY](#))

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