

SAP.C-C4H410-04.v2023-09-12.q35

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NEW QUESTION: 1

What is the parameter on which sales team determination is based?

- A. Party role
- B. Territory
- C. Primary contact person
- D. Follow-up opportunity

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

NEW QUESTION: 2

What is the first step that an administrator would take to enable the integration of SAP Sales Cloud with SAP S/4HANA?

- A. Define settings in the Business Configuration work center.
- B. Set up conditions in the Data Protection and Privacy work center.
- C. Define integration fields in the Data Workbench work center.
- D. Define iFlows in the Administrator work center.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 3

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

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

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

NEW QUESTION: 4

Which of the following business objects can be generated using the Custom Object Builder? Note: There are 2 correct Answers to this question.

- A. Data sources for reporting
- B. Workflow notifications
- C. Web services
- D. Mashups

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

NEW QUESTION: 5

A bill of materials was triggered from SAP Sales Cloud using the Request External Pricing option. Where can the pricing and quantity be edited?

- A. In both the parent item and the child item
- B. In the quotation header
- C. In the parent item only
- D. In the child item only

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

NEW QUESTION: 6

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. Create an external follow-up document.
- C. Add a product from a past quote.
- D. Request external pricing.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 7

To which of the following are hotfixes applied?

- A. To a set of tenants
- B. To an individual customer tenant only
- C. To production tenants only
- D. To test tenants only

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

NEW QUESTION: 8

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

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

D. Tile view

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

NEW QUESTION: 9

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

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

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

NEW QUESTION: 10

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

- A. Broadcast reports
- B. Web service
- C. Mashup
- D. CSV file

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 11

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. Pricing
- C. Promotions
- D. Leads

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

NEW QUESTION: 12

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

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

NEW QUESTION: 13

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 14

According to SAP practices, which initial tasks are required to configure SAP Sales Cloud? Note: There are 2 correct Answers to this question.

- A. Define the organizational structure.
- B. Define business roles.
- C. Set up scoping and fine-tuning.
- D. Test integration points.

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

NEW QUESTION: 15

During sales order simulation, what are the possible pricing statuses that can be returned? Note: There are 2 correct Answers to this question.

- A. Calculation simulated
- B. Not calculated
- C. Calculation rejected
- D. Calculated successfully

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 16

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

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

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NEW QUESTION: 17

What changes can be made to a sales order that has been saved and replicated to SAP S/4HANA for logistics processing?

- A. Add new products.
- B. Re-run credit check.
- C. Change sold-to party.
- D. Remove payment terms.

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

NEW QUESTION: 18

Your customer wants to implement a multistep approval process for sales quotes based on the account classification. Which of the following steps are mandatory to achieve this?

Note: There are 2 correct Answers to this question.

- A. Create a copy of the default process and maintain the copy.
- B. Define a condition in the process.
- C. Assign an e-mail template for approval communication.
- D. Enter the direct approvers for each step.

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

NEW QUESTION: 19

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

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

NEW QUESTION: 20

Where can you maintain settings to notify a salesperson about aging leads?

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

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

NEW QUESTION: 21

Which assignment options are available when creating a new base price list? Note: There are 2 correct Answers to this question.

- A. Sales team
- B. Validity
- C. Scales
- D. Discounts

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

NEW QUESTION: 22

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

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

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

NEW QUESTION: 23

Which of the following fields can you use to restrict lead conversion actions?

- A. Approval Status
- B. Status
- C. Qualification
- D. Lead Score

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

NEW QUESTION: 24

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. Business users
- D. Access context

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 25

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

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

NEW QUESTION: 26

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 open for configuration.
- B.** The fine-tuning activity is NOT added to the project.
- C.** The fine-tuning activity is NOT assigned to the user.
- D.** The fine-tuning activity has already been configured.

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

NEW QUESTION: 27

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 28

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.** Status of tasks completed during the visit
- B.** Notifications for visit plan approval
- C.** A calendar view containing visit details
- D.** Map-based route planning

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

NEW QUESTION: 29

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 30

Which of the following are features of territory determination? Note: There are 2 correct Answers to this question.

- A. An SAP Sales Cloud user can be assigned to more than one territory.
- B. A realignment run must occur to use the territory override feature.
- C. Accounts can be assigned to more than one territory.
- D. Business documents can be assigned to more than one territory.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 31

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

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

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

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NEW QUESTION: 32

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

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 33

What does the InsideView feature in leads do?

- A. Provides real-time insights from social media about prospective customers

- B. Provides a very detailed inside look at the products in leads
- C. Provides real-time insights about lead performance
- D. Provides information on feeds of your competitor accounts

Answer: D (LEAVE A REPLY)

NEW QUESTION: 34

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

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

Answer: A,B,E (LEAVE A REPLY)

NEW QUESTION: 35

Which of the following settings are required to implement a multistep approval process for opportunities?

Note: There are 2 correct Answers to this question.

- A. Select a rule to determine the approver.
- B. Create territories as recipient units for the approval notifications.
- C. Activate the workflows in the scoping questions.
- D. Activate the approval process in the scoping questions.

Answer: C,D (LEAVE A REPLY)

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