

SAP.C_C4H410_04.v2022-12-18.q36

Exam Code:	C_C4H410_04
Exam Name:	SAP Certified Application Associate - SAP Sales Cloud 2011
Certification Provider:	SAP
Free Question Number:	36
Version:	v2022-12-18
# of views:	948
# of Questions views:	360
https://www.freeqas.com/qa/SAP/C_C4H410_04/SAP.C_C4H410_04.v2022-12-18.q36.html	

NEW QUESTION: 1

When managing the system lifecycle of active tenants in the Service Control Center, what options does an administrator have? Note: There are 2 correct Answers to this question.

- A. Copy solution profile.
- B. Cancel transport route.
- C. Terminate restore point.
- D. Accept termination.

Answer: A,C (LEAVE A REPLY)

NEW QUESTION: 2

Which of the following activities do you perform when you create an interactive dashboard?

Note:

There are 3 correct Answers to this question.

- A. Select report variants.
- B. Define access by business role.
- C. Identify new key figures for dashboard analysis.
- D. Define chart interaction.
- E. Assign the dashboard to a sales organization.

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

NEW QUESTION: 3

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

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

Answer: B (LEAVE A REPLY)

NEW QUESTION: 4

What is the purpose of Data Workbench? Note: There are 3 correct Answers to this question.

- A. Simulate
- B. Import
- C. Export
- D. Update
- E. Extract

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

NEW QUESTION: 5

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

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

NEW QUESTION: 6

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

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

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

NEW QUESTION: 7

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

- A. Business documents 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. An SAP Sales Cloud user can be assigned to more than one territory.

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

NEW QUESTION: 8

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

- A. When change projects are created, a copy of the live project is created.

- B. Only one active change project can exist in the system at a time.
- C. Change projects can be created in production systems.
- D. Change projects can only be created in test systems.
- E. Multiple change projects can exist at the same time.

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

NEW QUESTION: 9

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 10

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

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

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

NEW QUESTION: 11

You need to apply complex changes to an SAP Sales Cloud system after go live. Which option does SAP recommend for implementing these changes?

- A. Copy projects
- B. Transport projects
- C. Change projects
- D. Restore projects

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

NEW QUESTION: 12

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

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

NEW QUESTION: 13

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

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

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

NEW QUESTION: 14

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

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

NEW QUESTION: 15

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

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

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

NEW QUESTION: 16

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

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

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

Valid C_C4H410_04 Dumps shared by PrepPdf.com for Helping Passing C_C4H410_04 Exam! PrepPdf.com now offer the **newest C_C4H410_04 exam dumps**, the PrepPdf.com C_C4H410_04 exam **questions have been updated** and **answers have been corrected**

get the **newest** PrepPdf.com C_C4H410_04 dumps with Test Engine here:
https://www.preppdf.com/SAP/C_C4H410_04-prepaway-exam-dumps.html (85 Q&As
Dumps, **40%OFF** Special Discount: **Exam-Tests**)

NEW QUESTION: 17

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

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

NEW QUESTION: 18

Which of the following business objects can be generated using the Custom Object Builder?

Note: There are 2 correct Answers to this question.

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

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

NEW QUESTION: 19

Which of the following are key features for sales contracts? Note: There are 2 correct Answers to this question.

- A. SAP Condition Contract Management integration
- B. SAP ERP external pricing scenarios
- C. Autogenerated weekly contract renewal reports
- D. Contract renewal workflow notifications

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

NEW QUESTION: 20

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

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

NEW QUESTION: 21

During sales order simulation, what are the possible pricing statuses that can be returned?

Note: There are 2 correct Answers to this question.

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

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

NEW QUESTION: 22

How can you create a business user in SAP Sales Cloud? Note: There are 2 correct Answers to this question.

- A. Replicate accounts from SAP CRM.
- B. Manually create an employee.
- C. Change the fine-tuning activity.
- D. Import using a migration template.

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

NEW QUESTION: 23

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 24

Which of the following actions are required to use Data Workbench successfully? Note: There are 3 correct Answers to this question.

- A. Provide import data.
- B. Purchase additional licenses for Data Workbench.
- C. Change the template structure.
- D. Map input fields with data fields.
- E. Download the relevant import template.

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

NEW QUESTION: 25

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

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

NEW QUESTION: 26

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

Note:

There are 2 correct Answers to this question.

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

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

NEW QUESTION: 27

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: 28

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

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

NEW QUESTION: 29

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. Instagram
- B. YouTube

- C. TikTok
- D. LinkedIn
- E. WeChat

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

NEW QUESTION: 30

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. Maintain the sales phase as Identify opportunity.
- D. Request pricing for the products in the opportunity.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 31

In SAP Sales Cloud, which party roles are provided as standard for an account team? Note: There are 2 correct Answers to this question.

- A. Account contact
- B. Account team member
- C. Employee responsible - Sales
- D. Sales manager

Answer: ([SHOW ANSWER](#))

Valid C_C4H410_04 Dumps shared by PrepPdf.com for Helping Passing C_C4H410_04 Exam! PrepPdf.com now offer the **newest C_C4H410_04 exam dumps**, the PrepPdf.com C_C4H410_04 exam **questions have been updated** and **answers have been corrected** get the **newest** PrepPdf.com C_C4H410_04 dumps with Test Engine here:
https://www.preppdf.com/SAP/C_C4H410_04-prepaway-exam-dumps.html (85 Q&As
Dumps, **40%OFF** Special Discount: **Exam-Tests**)

NEW QUESTION: 32

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

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

NEW QUESTION: 33

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.** Upload Territory Hierarchy from Excel
- C.** Create Multiple Root Hierarchies.
- D.** Set an account for territory override.

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

NEW QUESTION: 34

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

Answer: ([SHOW ANSWER](#))

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

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

NEW QUESTION: 36

Which of the following activities do you perform when you create an interactive dashboard?

Note: There are 3 correct Answers to this question.

- A.** Define chart interaction.
- B.** Select report variants.
- C.** Assign the dashboard to a sales organization.
- D.** Define access by business role.
- E.** Identify new key figures for dashboard analysis

Answer: ([SHOW ANSWER](#))

Valid C_C4H410_04 Dumps shared by PrepPdf.com for Helping Passing C_C4H410_04 Exam! PrepPdf.com now offer the **newest C_C4H410_04 exam dumps**, the PrepPdf.com C_C4H410_04 exam **questions have been updated** and **answers have been corrected** get the **newest** PrepPdf.com C_C4H410_04 dumps with Test Engine here:
https://www.preppdf.com/SAP/C_C4H410_04-prepaway-exam-dumps.html (85 Q&As Dumps, **40%OFF** Special Discount: **Exam-Tests**)