

SAP.C_C4H41_2405.v2025-02-28.q26

Exam Code:	C_C4H41_2405
Exam Name:	SAP Certified Associate - Implementation Consultant - SAP Sales Cloud
Certification Provider:	SAP
Free Question Number:	26
Version:	v2025-02-28
# of views:	304
# of Questions views:	260
https://www.freeqas.com/qa/SAP/C_C4H41_2405/SAP.C_C4H41_2405.v2025-02-28.q26.html	

NEW QUESTION: 1

Where is sales forecasting performed?

- A. Sales work center
- B. Employees work center
- C. Administration work center
- D. Sales Campaign work center

Answer: A (LEAVE A REPLY)

NEW QUESTION: 2

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

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

Answer: A,D (LEAVE A REPLY)

NEW QUESTION: 3

You need to apply complex changes to an SAP Sales Cloud system after go live. Due to the nature of the changes, you need to test the changes before they take effect. Which option does SAP recommend for implementing these changes?

- A. Create a remote change project in the test system, then replicate it to the production system after testing
- B. Create a remote change project in the production system only

- C. Create a remote change project in the production system, move it to a test system, then merge it with the original production system after testing
- D. Create a local change project in the production system, move it to a test system, then merge it with the original production system after testing.

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

NEW QUESTION: 4

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. Items are editable in the sales document
- D. Free goods determination is triggered by credit check.
- E. Inclusive determinations are allowed

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

NEW QUESTION: 5

What does the Inside View feature in leads do?

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 6

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. Import using a migration template
- C. Manually create an employee
- D. Change the fine-tuning activity

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

NEW QUESTION: 7

You need to configure SAP Sales Cloud to notify a salesperson if a lead is more than one month old. Which configuration must you perform?

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 8

Which of the following objects can you configure to be in sync when you integrate SAP Sales Cloud and SAP CRM on premise? Note: There are 2 correct answers to this question.

- A. Campaigns
- B. Activity plans
- C. Sales quotes
- D. Leads

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

NEW QUESTION: 9

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

- A. Sales Assistant
- B. Workflow rules
- C. Sales territories
- D. Account hierarchies

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

NEW QUESTION: 10

In SAP Sales Cloud, which object can you associate to multiple territories?

- A. Lead
- B. Opportunity
- C. Sales Quote
- D. Partner contacts

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 11

Which of the following can you do with extension fields? Note: There are 2 correct answers to this question

- A. Change the field to be read-only in personalization
- B. Add the field to the access sequence price lists
- C. Create a field for a particular business context
- D. Add the field to a sales planning dimension

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

NEW QUESTION: 12

Which of the following statements are applicable to the Sales Order Summary functionality? Note: There are 3 correct answers to this question.

- A. The summary document can be translated to any language
- B. You need to enable Scoping to generate sales order summaries

- C. You can generate a summary document in PDF format
- D. Summary is available in offline as well as online mode
- E. The summary document is standard and unchangeable

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

NEW QUESTION: 13

You would like the sales representatives to only view details for accounts in their own territory. Which feature would you use to achieve this?

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

Answer: ([SHOW ANSWER](#))

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 15

Your customer assigns a person 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 do you perform in SAP Sales Cloud to configure this? Note: There are 2 correct answers to this question.

- A. In the Service Control Center, create a new contact in the Contact Details view
- B. Assign the contact to a business role with Administrator permissions
- C. In the Service Control Center, create a new contact in the Maintenance Schedule List view
- D. In the Service Control Center, set the contact type to IT Contact

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 16

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. Define a condition in the process.
- B. Assign an e-mail template for approval communication.
- C. Enter the direct approvers for each step

D. Create a copy of the default process and maintain the copy

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

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NEW QUESTION: 17

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

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

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

NEW QUESTION: 18

A report uses real-time data in SAP BusinessObjects BI. You want to use this report in SAP Sales Cloud, with minimum effort spent. What would you use to achieve this?

- A. Custom Object Builder
- B. Custom forms
- C. HTML mashup
- D. URL mashup

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

NEW QUESTION: 19

As an administrator, which of the following objects can you design in the Business Analytics work center in SAP Sales Cloud? Note: There are 2 correct answers to this question.

- A. Broadcasts
- B. Home pages
- C. Usage statistics
- D. Key figures

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

NEW QUESTION: 20

What process steps are required when defining a new workflow rule? Note: There are 3 correct answers to this question

- A. Select one business object
- B. Define approvers
- C. Select up to three business objects
- D. Select timing.
- E. Define action.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 21

What happens to a sales quote when a follow-on contract item is created?

- A. The sales quote is sent for approval
- B. The sales quote is converted to a sales order
- C. The sales quote status changes to won.
- D. The sales quote is cancelled.

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

NEW QUESTION: 22

You need to migrate data from an external system to SAP Sales Cloud.

Which activities must you perform when using the Data Workbench for the initial load?

Note: There are 2 correct answers to this question.

- A. Import data from the template file
- B. Request a new test tenant
- C. Activate the data migration functionality in scoping
- D. Align data fields with input fields

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 23

Which of the following API types does SAP recommend to use to achieve clean core integrations? Note: There are 2 correct answers to this Question.

- A. Data
- B. RFC
- C. IDoc
- D. SOAP

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

NEW QUESTION: 24

Which of the following are features of the clean core dashboard? Note: There are 2 correct answers to this question

- A. Customers can grant access to the dashboard to partners
- B. It can be accessed by using SAP For Me

- C. It can be used in all SAP S/4HANA Cloud editions
- D. Customers can use the dashboard in the dev, test, and production tenants

Answer: (SHOW ANSWER)

NEW QUESTION: 25

Which actions can you perform to control a user's authorizations? Note: There are 2 correct answers to this question

- A. Maintain attribute sets.
- B. Assign work centers
- C. Assign the user to a territory.
- D. Modify settings in the Access Restrictions tab.

Answer: B,D (LEAVE A REPLY)

NEW QUESTION: 26

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 code list restrictions
- C. Create an extension field and define its properties
- D. Create workflow rules

Answer: A,C (LEAVE A REPLY)

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