

SAP.C-C4H410-21.v2022-10-24.q43

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NEW QUESTION: 1

You have enabled offline pricing for SAP Sales Cloud. What price entry field is available for order item entry in the SAP Sales Cloud mobile app?

- A. Negotiated Price
- B. Estimated Price
- C. Gross Price
- D. Freight Price

Answer: (SHOW ANSWER)

NEW QUESTION: 2

You would like to create a new product list, based on a required product. Which would be an example of cross-selling?

- A. A product of higher value is proposed for replacement.
- B. An additional accessory of the product is proposed.
- C. A product of lower value is proposed for replacement.
- D. An additional product of higher value is proposed.

Answer: B (LEAVE A REPLY)

NEW QUESTION: 3

Which actions can you perform to control the authorizations of a user? Note: There are 2 correct Answers to this question.

- A. Assign work centers.
- B. Maintain attribute sets.

- C. Assign the user to a territory.
- D. Modify settings in the Access Restrictions tab.

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

NEW QUESTION: 4

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

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

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

NEW QUESTION: 5

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

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 6

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

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

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

NEW QUESTION: 7

Restriction rules can be assigned to work center views within a business role if they're based on which of the following authorization elements? Please choose the correct answer.

- A. Access Context
- B. Access Rights
- C. Access Control
- D. Access Restriction

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

NEW QUESTION: 8

For which of the following reasons would you create a business role? There are 3 correct answers to this question.

- A. You want to perform fine-tuning activities.
- B. You want to restrict drop-down list values for a specific group of users.
- C. You want to make custom reports available on the home page.
- D. You want to set up a service agent for an administrator.
- E. You want to standardize system access.

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

NEW QUESTION: 9

Which characteristics apply to the SAP customer factsheet? Note: There are 2 correct Answers to this question.

- A. A VPN connection is required.
- B. Data is displayed in PDF format.
- C. Editing can be performed directly in the factsheet.
- D. Connection with the Web service in SAP ERP or SAP CRM is invoked.

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

NEW QUESTION: 10

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. A scoping question
- D. The access context

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

NEW QUESTION: 11

Which action triggers the credit limit determination in SAP Hybris Cloud for Customer? Please choose the correct answer.

- A. Release to ERP
- B. Initiate Transfer
- C. Request External Pricing
- D. Calculate Pricing

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

NEW QUESTION: 12

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

- A. Items are read-only in the sales document.
- B. Items are editable in the sales document.

- C. Free goods determination is triggered by credit check.
- D. Inclusive determinations are allowed.
- E. Exclusive determinations are allowed.

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

NEW QUESTION: 13

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. An SAP Sales Cloud user can be assigned to more than one territory.
- D. Accounts can be assigned to more than one territory.

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

NEW QUESTION: 14

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

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

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

NEW QUESTION: 15

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. Promotions
- B. Leads
- C. Contacts
- D. Pricing

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 16

You need to create a mashup on the account overview that will allow you to open a search engine in a new window. What kind of mashup do you create?

- A. Web service
- B. Data
- C. HTML
- D. URL

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

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NEW QUESTION: 17

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. Mashups
- C. Web services
- D. Workflow notifications

Answer: B,C (LEAVE A REPLY)

NEW QUESTION: 18

As an administrator, which of the following objects can you design in the Business Analytics work center in SAP Sales Cloud? Note; There are 3 correct Answers to this question.

- A. Data sources
- B. Speedometer
- C. Usage statistics
- D. Key figures
- E. KPIs

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

NEW QUESTION: 19

For which of the following business objects is external pricing supported? Note: There are 2 correct answers to this question.

- A. Activities
- B. Quotes
- C. Leads
- D. Orders

Answer: B,D (LEAVE A REPLY)

NEW QUESTION: 20

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

- A. The Fine Tuning activity is closed.
- B. The Corresponding scoping element is NOT activated.
- C. The Fine Tuning activity is NOT added to the project.
- D. The Fine Tuning activity is NOT open for configuration.

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

NEW QUESTION: 21

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: 22

Which of the following activities can you perform when you set up territory hierarchies? Note: There are 2 correct Answers to this question.

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 23

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 24

A Bill of Material was triggered from SAP Hybris Cloud for Customer using the Request External Pricing option. Where can the pricing and quantity be edited? Please choose the correct answer.

- A. In the child item only
- B. In the parent item only

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 25

For which of the following systems does SAP Hybris Cloud for Customer provide standard integration content for regulated products? Please choose the correct answer.

- A. SAP ERP
- B. SAPCRM
- C. SAP Hybris Marketing
- D. SAP Hybris Commerce

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 26

Which action should you execute to set the pricing status in a sales order to Calculated?

- A. Trigger Submit for Approval in the sales order.
- B. Trigger simulation on the sales order in an integrated environment.
- C. Trigger simulation on the sales order in a non-integrated environment.
- D. Trigger a consistency check in the sales order.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 27

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 28

You want to set up the system to send an e-mail notification every time a contact person is added to an account. Which feature do you use?

- A. Notifications
- B. Workflow rules
- C. Web services
- D. Feeds

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

NEW QUESTION: 29

Which of the following are features of custom report creation in SAP Hybris Cloud for customer? There are 3 correct answers to this question.

- A. Variable selection is possible.
- B. Custom reports can be created by all users.
- C. Direct assignment of a report to a business user is supported.
- D. Custom report creation is supported with a guided procedure.
- E. Custom calculated key figures are allowed.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 30

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 31

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

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

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NEW QUESTION: 32

You integrated Microsoft Outlook with SAP Hybris Cloud for Customer. Which of the following activities can you perform after the integration? There are 2 correct answers to this question.

- A. Synchronize and exchange leads
- B. Create opportunities
- C. Create and access contacts
- D. Synchronize and exchange appointments

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

NEW QUESTION: 33

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: 34

To which of the following can you assign a custom report to control its visibility? Note: There are 2 correct Answers to this question.

- A. Work center
- B. Business user
- C. Access context
- D. Business role

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 35

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

- A. It excludes the account during the territory realignment run.
- B. It aligns the account territory determination with the territory realignment run.
- C. It excludes accounts with multiple territories from the territory realignment run.
- D. It aligns all accounts marked for territory override with a territory team.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 36

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

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

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

NEW QUESTION: 37

What activities do you perform in the Administrator work center to enable a new social media channel? There are 3 correct answers to this question.

- A. Select the channel type.
- B. Define the ticket priority with the social media channel provider.
- C. Set up access to your social media account.
- D. Select the social media channel service level.
- E. Create and schedule a social media import run.

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

NEW QUESTION: 38

What does the InsideView feature in leads do?

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

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

NEW QUESTION: 39

You need to create a URL mashup on the Account Overview to open a Google search. Which of the following elements are mandatory to configure the mashup? Please choose the correct answer.

- A. Description
- B. Port Binding
- C. Port Type Package
- D. Category

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

NEW QUESTION: 40

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

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

NEW QUESTION: 41

Which of the following initial tasks are required to configure SAP Hybris Cloud for Customer? There are 2 correct answers to this question.

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

Answer: B,D (LEAVE A REPLY)

NEW QUESTION: 42

Your customer is reorganizing their sales organization. All opportunities need to be updated with the new sales organization units. Which tool do you use to perform this mass update? There are 2 correct answers to this question.

- A. Data Migration Tool
- B. Jobs Mass Data Run Object (MDRO) Jobs
- C. XML File Input
- D. Data Workbench

Answer: A,D (LEAVE A REPLY)

NEW QUESTION: 43

How do you do mass upload routing rules for visits? Note; There are 2 correct Answers to this question.

- A. Use asynchronous Web services.
- B. Upload an Excel file manually.
- C. Use scoping.
- D. Use an OData service.

Answer: B,D (LEAVE A REPLY)

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