

## SAP.C-C4H410-21.v2023-05-19.q39

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### NEW QUESTION: 1

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

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

### NEW QUESTION: 2

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

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

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

### NEW QUESTION: 3

Which of the following fields can you use to restrict lead conversion actions? There are 2 correct Answers to this question.

- A. Lead Score
- B. Approval Status

C. Status

D. Qualification

**Answer: (SHOW ANSWER)**

**NEW QUESTION: 4**

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. Phone call

C. E-mail

D. Quotation

E. Visit

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

**NEW QUESTION: 5**

What account attributes can be used to define rules and calculate territory assignment on an account? Note: There are 2 correct Answers to this question.

A. ABC Classification

B. ERP Sales Area

C. Product

D. Competitors

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

**NEW QUESTION: 6**

Your customer configured External Pricing with SAP ERP. For which of the following Business Objects is External Pricing supported? There are 2 correct answers to this question.

A. Sales Quotes

B. Sales Leads

C. Sales Activities

D. Sales Orders

**Answer: A,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 Rights

B. Access Restriction

C. Access Context

D. Access Control

**Answer: (SHOW ANSWER)**

**NEW QUESTION: 8**

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

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

**NEW QUESTION: 9**

You create sales quote in SAP Hybris Cloud for Customer for which a follow-up sales order must be created in SAP ERP. Which of the following activities must you perform before you create the sales order? There are 2 correct answers to this question.

- A. Select 'Create External Follow Up Document'.
- B. Create a sales quote with products.
- C. Select 'Simulate Order and Return Pricing'.
- D. Set the pricing status to 'Calculated Successfully'.

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

**NEW QUESTION: 10**

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

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

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

**NEW QUESTION: 11**

Which data is synchronized bi-directionally between SAP Hybris Cloud for Customer and SAP CRM on premise? There are 2 correct answers to this question.

- A. Account Master Data
- B. Product master data
- C. Territory Management data
- D. Opportunities

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

**NEW QUESTION: 12**

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

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

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

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

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. Access context
- C. Business role
- D. Business user

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

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

When do you implement the Approval process in SAP Hybris Cloud for Customer? There are 3 correct answers to this question.

- A. You want another user to review a business object before it can be processed further.
- B. You want different reviewers for a business object based on different conditions.
- C. You want to define multiple review processes for the same business object.
- D. You want to define multiple review steps for the same business object.
- E. You want the direct approver of a business object to be the reporting line manager.

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

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

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

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

Which of the following granularities can you use to define discount lists in SAP Hybris Cloud for Customer? There are 2 correct answers to this question.

- A. Overall Customer Group Discount
- B. Customer Specific Sales Organization Discount

- C. Customer Specific Territory Discount
- D. Customer Specific Product Discount

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

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#### **NEW QUESTION: 17**

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

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

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

#### **NEW QUESTION: 18**

You need to split and distribute the opportunity revenue, but you do NOT see a particular employee in the list while performing the distribution. What must be the reason for this? Please choose the correct answer.

- A. The employee is NOT part of the sales team.
- B. The employee is NOT part of the sales organization.
- C. The employee is NOT part of the account team.
- D. The employee is NOT part of the sales org. unit.

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

#### **NEW QUESTION: 19**

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. Workflow rules
- C. Personalization
- D. Notification

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

**NEW QUESTION: 20**

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

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

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

**NEW QUESTION: 21**

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

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

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

**NEW QUESTION: 22**

What must you maintain to transfer data into SAP Hybris cloud for customer? Please choose the correct answer.

- A. Code List Mapping
- B. Number ranges for business objects
- C. ID Mapping
- D. Migration Templates

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

**NEW QUESTION: 23**

You have selected the Override Territory field on the Accounts overview page. What effect does this have on the territory determination? Please choose the correct answer.

- A. It aligns the account territory determination with the territory realignment run.
- B. It remove the employee from the territory realignment calculation.
- C. It removes the account from the territory realignment calculation.
- D. It removes only accounts with multiple territories from the territory realignment run.

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

**NEW QUESTION: 24**

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

- A. Map view
- B. Timeline view

- C. Table view
- D. Tile view

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

**NEW QUESTION: 25**

What must you define to enable upsell and downsell product recommendations in sales quotes? Please choose the correct answer.

- A. Product hierarchies
- B. Product categories
- C. Product groups
- D. Product lists

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

**NEW QUESTION: 26**

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

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

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

**NEW QUESTION: 27**

What is a workflow rule used for? There are 2 correct answers to this question.

- A. To define and activate an approval process
- B. To define and activate rules for automatic field updates
- C. To set up automatic e-mail notifications
- D. To set up the organizational work distribution

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

**NEW QUESTION: 28**

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

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

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

**NEW QUESTION: 29**

What can you use to map the complex organizational structure of a large account in SAP Hybris Cloud for Customer? Please choose the correct answer.

- A. Account Hierarchy
- B. Organizational Structure
- C. Product Hierarchy
- D. Territory Hierarchy

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

**NEW QUESTION: 30**

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

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

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

**Answer: (SHOW ANSWER)**

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**NEW QUESTION: 32**

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

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

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

**NEW QUESTION: 33**

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

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

**NEW QUESTION: 34**

In HTML5, what can you do using the field definition link? There are 2 correct answers to this question.

- A. Add an extension field to a form template.
- B. Add an extension field to the page layout.
- C. Hide an extension field from the master template.
- D. Add an extension field to a data source.

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

**NEW QUESTION: 35**

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 from social media about prospective customers
- C. Provides information on feeds of your competitor accounts
- D. Provides real-time insights about lead performance

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

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

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

**NEW QUESTION: 37**

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

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

**NEW QUESTION: 38**

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 context
- C. Business users
- D. Access restrictions

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

**NEW QUESTION: 39**

When using Data Workbench for the initial load, which of the following activities are steps in the migration process? 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: A,D (LEAVE A REPLY)**

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