

# DUMPS ARENA

## SAP Certified Application Associate - SAP Sales Cloud 1811

SAP C C4C12 1811

Version Demo

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**QUESTION NO: 1**

It is possible to restrict access rights with the following access restrictions. Choose the correct answers.

- A. Partly Unrestricted
- B. Unrestricted
- C. No Access
- D. Restricted

**ANSWER: B C D****QUESTION NO: 2**

Sales Plans are maintained in MS Excel. Determine whether this statement is true or false.

- A. False
- B. True

**ANSWER: B****QUESTION NO: 3**

The "Request external pricing" action returns not only a price but also an ATP result from the integrated On-Premise system. Determine whether this statement is true or false.

- A. False
- B. True

**ANSWER: B****QUESTION NO: 4**

Administrators cannot disable user personalization settings. Determine whether this statement is true or false.

- A. True
- B. False

**ANSWER: B**

#### **QUESTION NO: 5**

What options do you have when you create an activity plan? (2 correct answers)

- A. Create follow-up quotes, orders, and opportunities
- B. Define if tasks are mandatory
- C. Add product feedback
- D. Include tasks with notes and attachments

**ANSWER: B D**

#### **QUESTION NO: 6**

What is a workflow rule used for? (2 correct answers)

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

**ANSWER: B C**

#### **QUESTION NO: 7**

Which of the following functional areas come with SAP Sales Cloud? Choose the correct answers.

- A. Visit Management and execution
- B. Groupware Integration
- C. Ticket Management

- D. Opportunity Management
- E. Lead management

**ANSWER: A B D E**

**QUESTION NO: 8**

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

- A. Future Confirmation
- B. Binding Confirmation
- C. Non-binding Confirmation
- D. Semi-binding Confirmation

**ANSWER: C**

**QUESTION NO: 9**

Administration and configuration functionality is available in an HTML5 User Interface. Determine whether this statement is true or false.

- A. False
- B. True

**ANSWER: B**

**QUESTION NO: 10**

On which of the following dimensions can you define a sales target plan? (2 correct answers)

- A. Service Category
- B. Sales Unit
- C. Account Hierarchy

D. Product Category

**ANSWER: B D**