

DUMPS ARENA

SAP Certified Application Associate - SAP Sales Cloud 1911

SAP C C4H410 01

Version Demo

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QUESTION NO: 1

What must you maintain to transfer data into SAP Hybris cloud for customer?

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

ANSWER: D

QUESTION NO: 2

When do you implement the Approval process in SAP Hybris Cloud for Customer? (3 correct answers)

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

ANSWER: A D E

QUESTION NO: 3

You need to change the settings for the lead aging notification. What do you have to do?

- A. Use the Sales work center to trigger the time of the notification
True
Product categories
Appointment
- B. Use the Application and User Management work center to assign users to the notification
False
Product hierarchies
Task
- C. Use the Administrator work center to set up priorities for the notification
Product lists
Visit

D. Use the business configuration work center to modify the number of days of the notification expiration

Product groups
Service request

E. Phone calls

ANSWER: B C E

QUESTION NO: 4

To set the pricing status to 'calculated successfully' in a sales order, what must you trigger?

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

ANSWER: C

QUESTION NO: 5

Which of the following Sales area dependent elements can you maintain in the product master? (2 correct answers)

- A. Division
- B. Unit of Measure
- C. Customer Part Number
- D. Maximum Order Quantity

ANSWER: C D

QUESTION NO: 6

For which of the following reasons would you create a business role? (3 correct answers)

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

ANSWER: A C D

QUESTION NO: 7

The four-step process in workflow rule definition involves the following. Choose the correct answer.

- A. Select Objects>Choose Timings>Define Conditions>Define Action
- B. Define Conditions>Define Action>Review Rule> Confirm Rule

ANSWER: A

QUESTION NO: 8

Extension fields added to the user interface must be manually added to the migration templates as well.

Determine whether this statement is true or false.

- A. True
- B. False

ANSWER: B

QUESTION NO: 9

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: 10

Which of the following actions can you perform using the administrator adaptation function?

- A. Create an extension field and define its properties

- B.** Enter default extension field values based on business logic
- C.** Validate values for an extension field based on another field
- D.** Create a code list restriction for standard and extension fields

ANSWER: A