

DUMPS ARENA

SAP Certified Associate - Implementation Consultant - SAP Sales Cloud

SAP C C4H410 21

Version Demo

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QUESTION NO: 1

Which of the following are features of territory determination? Note; There are 2 correct Answers to this question.

- A. An SAP Sales Cloud user can be assigned to more than one territory.
- B. A realignment run must occur to use the territory override feature.
- C. Business documents can be assigned to more than one territory.
- D. Accounts can be assigned to more than one territory.

ANSWER: A B**QUESTION NO: 2**

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

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

ANSWER: A C**QUESTION NO: 3**

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

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

ANSWER: B**QUESTION NO: 4**

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

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

ANSWER: B

QUESTION NO: 5

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

ANSWER: C

QUESTION NO: 6

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

ANSWER: B C

QUESTION NO: 7

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. Feeds

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

ANSWER: B

QUESTION NO: 8

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

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

ANSWER: B C

QUESTION NO: 9

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

ANSWER: C

QUESTION NO: 10

Which features are available when you create a sales forecast? There are 2 correct answers to this question.

- A. Multi-level categorization
- B. Multi-dimensional forecasting
- C. Multi-level overrides
- D. Multi-dimensional rules

ANSWER: B C