



C_C4H410_21^{Q&As}

SAP Certified Application Associate - SAP Sales Cloud 2111

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QUESTION 1

Based on which organizational elements can you define the distribution chain information in the product master? Note: There are 2 correct Answers to this question.

- A. Distribution channel
- B. Plant
- C. Sales organization
- D. Sales unit

Correct Answer: AC

QUESTION 2

For which of the following options can you apply workflow rules? Note: There are 2 correct Answers to this question.

- A. Define and activate custom fields.
- B. Send e-mail notifications.
- C. Define an action response template.
- D. Define conditions for the action field update.

Correct Answer: BD

QUESTION 3

What is the purpose of Data Workbench? Note: There are 3 correct Answers to this question.

- A. Update
- B. Simulate
- C. Extract
- D. Export
- E. Import

Correct Answer: ADE

QUESTION 4

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

Correct Answer: AB

QUESTION 5

Which of the following activities do you perform when you create an interactive dashboard? Note: There are 3 correct Answers to this question.

- A. Select report variants.
- B. Identify new key figures for dashboard analysis.
- C. Assign the dashboard to a sales organization.
- D. Define chart interaction.
- E. Define access by business role.

Correct Answer: ADE

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