C_C4H410_21^{Q&As}

SAP Certified Application Associate - SAP Sales Cloud 2111

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QUESTION 1

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

A. Non-binding confirmation

B. Complete confirmation

C. Future confirmation

D. Follow-up confirmation

Correct Answer: A

QUESTION 2

You need to create a mashup on the account overview that will allow you to open a search engine in a new window. What kind of mashup do you create?

A. Web service

B. Data

C. HTML

D. URL

Correct Answer: D

QUESTION 3

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.

Correct Answer: AB

QUESTION 4

What can you do with extension fields? Note: There are 2 correct Answers to this question.

A. Add the field to a data source.

B. Add the field to a form template.

C. Add the field to the access sequence price lists.

D. Add the field to a sales planning dimension.

Correct Answer: AB

QUESTION 5

Which actions can you perform to control the authorizations of a user? Note: There are 2 correct Answers to this question.

A. Assign the user to a territory.

B. Assign work centers.

C. Maintain attribute sets.

D. Modify settings in the Access Restrictions tab.

Correct Answer: BD

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