



C_C4H410_21^{Q&As}

SAP Certified Application Associate - SAP Sales Cloud 2111

Pass SAP C_C4H410_21 Exam with 100% Guarantee

Free Download Real Questions & Answers **PDF** and **VCE** file from:

https://www.geekcert.com/c_c4h410_21.html

100% Passing Guarantee
100% Money Back Assurance

Following Questions and Answers are all new published by SAP Official Exam Center

-  **Instant Download** After Purchase
-  **100% Money Back** Guarantee
-  **365 Days** Free Update
-  **800,000+** Satisfied Customers





QUESTION 1

Based on which opportunity attributes can you create a sales forecast? There are 2 correct answers to this question.

- A. Negotiated Value
- B. Weighted Revenue
- C. Expected Revenue
- D. Total Contract Value

Correct Answer: AC

QUESTION 2

You have selected the Override Territory field on the Accounts overview page. What effect does this have on the territory determination? Please choose the correct answer.

- A. It removes the account from the territory realignment calculation.
- B. It removes only accounts with multiple territories from the territory realignment run.
- C. It aligns the account territory determination with the territory realignment run.
- D. It remove the employee from the territory realignment calculation.

Correct Answer: A

QUESTION 3

What must you do to allow your customer to add product images to sales quote print forms?

- A. Activate the scoping element.
- B. Configure the fine-tuning activity.
- C. Enable adaptation and adjust the sales quote.
- D. Upload all images into the library.

Correct Answer: A

QUESTION 4

Which of the following attributes within an opportunity can you use to create a forecast? Note: There are 2 correct Answers to this question.

- A. Weighted revenue



- B. Total contract value
- C. Item revenue
- D. Expected revenue

Correct Answer: AD

QUESTION 5

Which of the following granularities can you use to define discount lists in SAP Hybris Cloud for Customer? There are 2 correct answers to this question.

- A. Customer Specific Product Discount
- B. Customer Specific Sales Organization Discount
- C. Overall Customer Group Discount
- D. Customer Specific Territory Discount

Correct Answer: AC

[C_C4H410_21 PDF Dumps](#)

[C_C4H410_21 Practice
Test](#)

[C_C4H410_21 Study Guide](#)