



C_C4H410_21^{Q&As}

SAP Certified Application Associate - SAP Sales Cloud 2111

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QUESTION 1

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 2

Your customer configured External Pricing with SAP ERP. For which of the following Business Objects is External Pricing supported? There are 2 correct answers to this question.

- A. Sales Leads
- B. Sales Activities
- C. Sales Quotes
- D. Sales Orders

Correct Answer: CD

QUESTION 3

You want to launch the SAP ERP customer cockpit from an SAP Sales Cloud account to view transactions in SAP ERP. Which of the following integration approaches support this requirement?

- A. REST A2X service
- B. SAPUI5 widget
- C. SOAP A2X service
- D. Mashup

Correct Answer: D

QUESTION 4

Which of the following steps are required when you set up a custom report that you want to make available for end



users? Note: There are 2 correct Answers to this question.

- A. Create a key figure.
- B. Create a KPI.
- C. Choose a data source.
- D. Assign the report to a work center view.

Correct Answer: CD

QUESTION 5

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

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