



C_C4H410_21^{Q&As}

SAP Certified Application Associate - SAP Sales Cloud 2111

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QUESTION 1

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.

Correct Answer: C

QUESTION 2

What is returned when you execute Request External Pricing in the sales quote? Note: There are 3 correct Answers to this question.

- A. Sales order
- B. Availability to promise
- C. Bill of materials
- D. Configurable products
- E. Credit check

Correct Answer: BCE

QUESTION 3

Which of the following actions are required to use Data Workbench successfully? Note: There are 3 correct Answers to this question.

- A. Provide import data.
- B. Map input fields with data fields.
- C. Purchase additional licenses for Data Workbench.
- D. Download the relevant import template.
- E. Change the template structure.

Correct Answer: ABD



QUESTION 4

You need to split and distribute the opportunity revenue, but you do NOT see a particular employee in the list while performing the distribution. What must be the reason for this? Please choose the correct answer.

- A. The employee is NOT part of the account team.
- B. The employee is NOT part of the sales team.
- C. The employee is NOT part of the sales organization.
- D. The employee is NOT part of the sales org. unit.

Correct Answer: B

QUESTION 5

Which of the following settings are required to implement a multistep approval process for opportunities? Note: There are 2 correct Answers to this question.

- A. Activate the approval process in the scoping questions.
- B. Create territories as recipient units for the approval notifications.
- C. Select a rule to determine the approver.
- D. Activate the workflows in the scoping questions.

Correct Answer: AD

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