



C_C4H410_21^{Q&As}

SAP Certified Application Associate - SAP Sales Cloud 2111

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QUESTION 1

Which action should you execute to set the pricing status in a sales order to Calculated?

- A. Trigger simulation on the sales order in a non-integrated environment.
- B. Trigger simulation on the sales order in an integrated environment.
- C. Trigger a consistency check in the sales order.
- D. Trigger Submit for Approval in the sales order.

Correct Answer: B

QUESTION 2

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 3

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 4



Which of the following initial tasks are required to configure SAP Hybros Cloud for Customer? There are 2 correct answers to this question.

- A. Define the organizational structure
- B. Define the business roles
- C. Set up scoping and fine tuning
- D. Define the territory structure

Correct Answer: AC

QUESTION 5

How can you create a business user in SAP Sales Cloud? Note: There are 2 correct Answers to this question.

- A. Manually create an employee.
- B. Change the fine-tuning activity.
- C. Import using a migration template.
- D. Replicate accounts from SAP CRM.

Correct Answer: AC

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