



C_C4H410_21^{Q&As}

SAP Certified Application Associate - SAP Sales Cloud 2111

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QUESTION 1

Which views can you use to see the visit planner screen? Note: There are 2 correct Answers to this question.

- A. Map view
- B. Timeline view
- C. Table view
- D. Tile view

Correct Answer: AC

QUESTION 2

According to SAP practices, which initial tasks are required to configure SAP Sales Cloud? Note: There are 2 correct Answers to this question.

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

Correct Answer: B

QUESTION 3

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 4

What changes can be made to a sales order that has been saved and replicated to SAP S/4HANA for logistics processing?



- A. Add new products.
- B. Change sold-to party.
- C. Remove payment terms.
- D. Re-run credit check.

Correct Answer: D

QUESTION 5

Your customer defines a person who is responsible for checking every SAP Hybris Cloud for Customer upgrade. Upgrade notification need to be send via e-mail to this person. Which of the following steps must you perform in SAP Hybris Cloud for Customer to set this up? Please choose the correct answer.

- A. Define the contact person in the Service Control Center.
- B. Define a new service agent.
- C. Define the contact person in the Administration work center.
- D. Update the contact details in your organization structure.

Correct Answer: A

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