



C_C4H410_21^{Q&As}

SAP Certified Application Associate - SAP Sales Cloud 2111

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QUESTION 1

Which characteristics apply to the SAP customer factsheet? Note: There are 2 correct Answers to this question.

- A. Editing can be performed directly in the factsheet.
- B. Data is displayed in PDF format.
- C. Connection with the Web service in SAP ERP or SAP CRM is invoked.
- D. A VPN connection is required.

Correct Answer: BC

QUESTION 2

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

QUESTION 3

There is a report that uses real-time data in SAP BusinessObjects BI. You want to use this report in SAP Sales Cloud, with minimum effort spent. How do you achieve this?

- A. Use a mashup approach.
- B. Build a custom dashboard.
- C. Build a custom UI screen.
- D. Use a data transfer approach.

Correct Answer: A

QUESTION 4

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 5

For which of the following options can you apply workflow rules? Note: There are 2 correct Answers to this question.

- A. Define and activate custom fields.
- B. Send e-mail notifications.
- C. Define an action response template.
- D. Define conditions for the action field update.

Correct Answer: BD

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