C_C4H410_21^{Q&As}

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SAP Certified Application Associate - SAP Sales Cloud 2111

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QUESTION 1

In SAP Sales Cloud, which party roles are provided as standard for an account team? Note: There are 2 correct Answers to this question.

A. Account team member

B. Account contact

C. Sales manager

D. Employee responsible - Sales

Correct Answer: D

QUESTION 2

Based on which opportunity attributes can you create a sales forecast? There are 2 correct answers to this question.

A. Negotiated Value

B. Weighted Revenue

C. Expected Revenue

D. Total Contract Value

Correct Answer: AC

QUESTION 3

What can you use to map the complex organizational structure of a large account in SAP Sales Cloud?

A. Organizational structure

B. Account hierarchy

C. 360 overview

D. Territory hierarchy

Correct Answer: B

QUESTION 4

You have selected the Override Territory field on the Accounts Overview page. What effect does this have on territory determination?

A. It excludes the account during the territory realignment run.

B. It aligns the account territory determination with the territory realignment run.

C. It excludes accounts with multiple territories from the territory realignment run.

D. It aligns all accounts marked for territory override with a territory team.

Correct Answer: A

QUESTION 5

You need to create a URL mashup on the Account Overview to open a Google search. Which of the following elements are mandatory to configure the mashup? Please choose the correct answer.

A. Port Type Package

B. Port Binding

C. Description

D. Category

Correct Answer: B

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