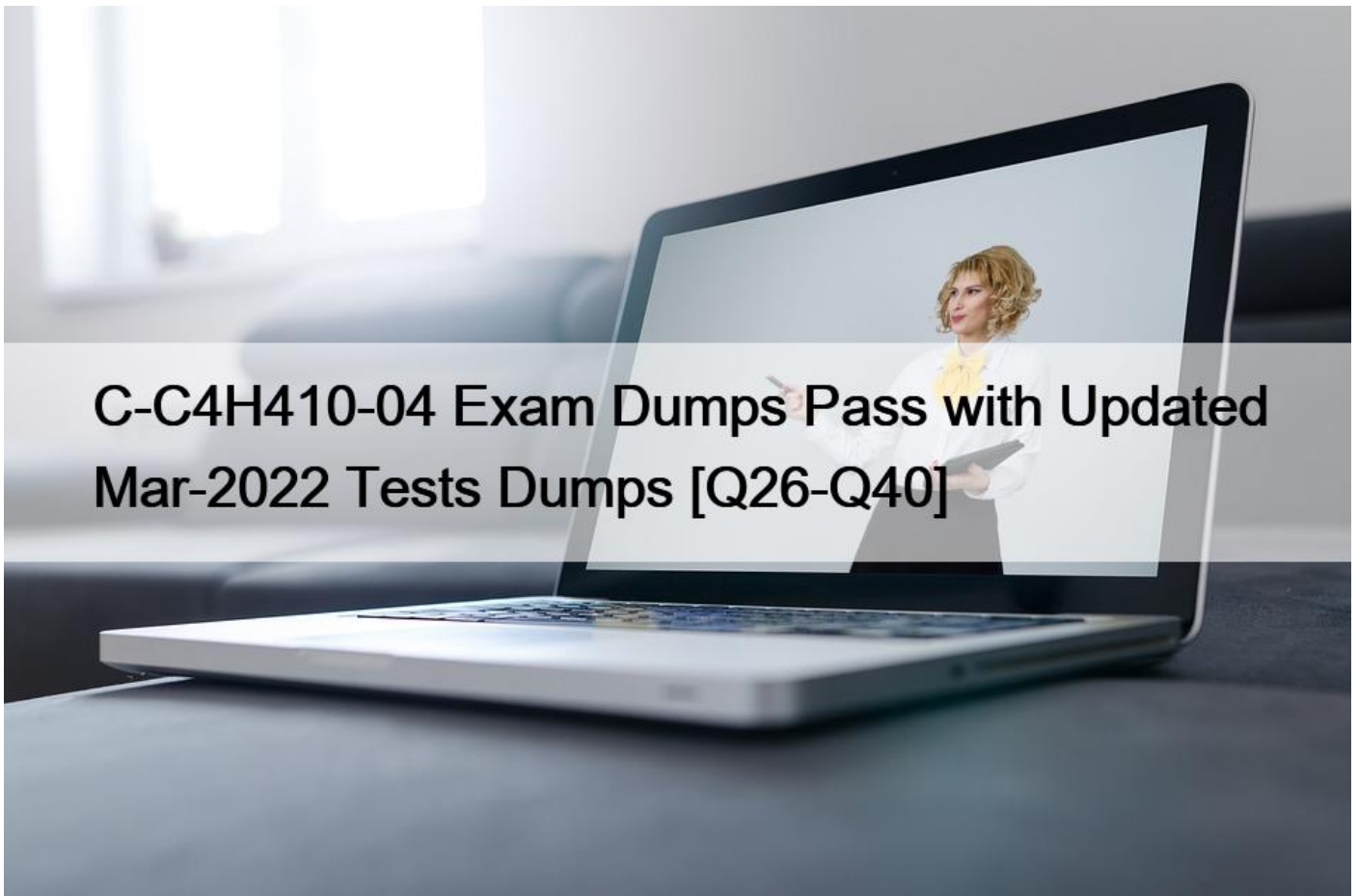


## C-C4H410-04 Exam Dumps Pass with Updated Mar-2022 Tests Dumps [Q26-Q40]



C-C4H410-04 Exam Dumps Pass with Updated Mar-2022 Tests Dumps  
C-C4H410-04 exam questions for practice in 2022 Updated 85 Questions

### SAP Sales Cloud Certification Exam Topics:

Topic Areas Topic Details, Courses, Books Weighting Master Data (Account, Contact, Product, and Pricing) Define and configure pricing components for internal and external pricing determination, and trigger pricing in sales documents. Define different account groups and contact relationships. C4H440 (SAP CLOUD FOR CUSTOMER 2011) > 12% Sales Contracts Quotation and Sales Order Management Set up contract as follow-on from preceding document, create a document flow, gather pricing determination. Set up quotation functions, such as, quotation creation, product recommendations, availability to promise, pricing request and follow-up transactions; set up sales order functions, such as order creation, product recommendations, order status updates and follow-up transactions. C4H410 (SAP CLOUD FOR CUSTOMER 2011) 8% - 12% Reporting Leverage MS Excel with SAP Sales Cloud reports, and identify different components of custom reports and interactive dashboards. C4H410 (SAP CLOUD FOR CUSTOMER 2011) 8% - 12% Territory Management Set up territory hierarchy and configure rules for territory determination. C4H440 (SAP CLOUD FOR CUSTOMER 2011) < 8% Visit Planning and Execution Set up activity planning and visit execution with surveys and tasks. C4H410 (SAP CLOUD FOR CUSTOMER 2011) < 8% Lead and Opportunity Management Set up lead distribution and aging notifications; also set up opportunity functions, such as opportunity creation, buying center and revenue scheduling. C4H410 (SAP CLOUD FOR CUSTOMER 2011) 8% - 12% Implementation Basics and Fine Tuning Identify tasks to configure and administer SAP Sales Cloud. Identify fine-tuning timeline and dependencies in the context of

the overall implementation and the ways to tailor the solution by checking and adjusting the predefined settings to meet the customer's business requirements. C4H440 (SAP CLOUD FOR CUSTOMER 2011)

C4H410 (SAP CLOUD FOR CUSTOMER 2011)8% - 12%

**NO.26** What happens during the lead aging notification process? Note: There are 2 correct answers to this question.

- \* The manager of the sales representative receives the notification.
- \* The sales representative of the lead receives the notification.
- \* A new high-priority notification is triggered after the first notification expires.
- \* By default, the priority for the notification is set to high.

**NO.27** What is returned when you execute Request External Pricing in the sales quote? Note: There are 3 correct Answers to this question.

- \* Bill of materials
- \* Sales order
- \* Credit check
- \* Availability to promise
- \* Configurable products

**NO.28** What options are available to upload data to a cloud data source? Note: There are 2 correct Answers to this question.

- \* CSV file
- \* Mashup
- \* Web service
- \* Broadcast reports

**NO.29** Which views can you use to see the visit planner screen? Note: There are 2 correct Answers to this question.

- \* Tile view
- \* Table view
- \* Map view
- \* Timeline view

**NO.30** For which of the following business requirements would you use the Personalization feature? Note: There are

2 correct Answers to this question.

- \* A sales manager wants different screen layouts assigned to two different business roles.
- \* A service manager wants to arrange his ticket queue with Assigned To as the first column.
- \* An administrator wants to change a standard field label to a new value.
- \* A sales representative wants to modify the screen layout.

**NO.31** What is the purpose of Data Workbench? Note: There are 3 correct Answers to this question.

- \* Simulate
- \* Update
- \* Export
- \* Extract
- \* Import

**NO.32** You want to launch the SAP ERP customer cockpit from an SAP Sales Cloud account to view transactions in SAP ERR

Which of the following integration approaches support this requirement?

- \* REST A2X service
- \* SAPUI5 widget
- \* SOAP A2X service
- \* Mashup

**NO.33** What are some of the features that SAP Sales Cloud provides during the Visit Planning phase? Note: There are

2 correct Answers to this question.

- \* Notifications for visit plan approval
- \* Status of tasks completed during the visit
- \* A calendar view containing visit details
- \* Map-based route planning

**NO.34** You integrated Microsoft Outlook with SAP Sales Cloud. Which of the following activities can you perform after the integration? Note: There are 2 correct Answers to this question.

- \* Synchronize contacts.
- \* Synchronize leads.
- \* Synchronize quotes.
- \* Synchronize tasks.

**NO.35** What can you do with extension fields? Note: There are 2 correct Answers to this question.

- \* Add the field to a sales planning dimension.
- \* Add the field to the access sequence price lists.
- \* Add the field to a data source.
- \* Add the field to a form template.

**NO.36** How can you set the lead qualification levels in SAP Sales Cloud? Note: There are 2 correct Answers to this question.

- \* Manually maintained
- \* Based on surveys
- \* Based on product lists
- \* Based on lead status

**NO.37** During sales order simulation, what are the possible pricing statuses that can be returned? Note: There are 2 correct Answers to this question.

- \* Calculated successfully
- \* Calculation simulated
- \* Not calculated
- \* Calculation rejected

**NO.38** Which activities must you perform to enable retrieval of messages from a social media channel? Note: There are 2 correct Answers to this question.

- \* Create and schedule a social media import run.
- \* Import social media user profiles.
- \* Invite accounts to connect.
- \* Set up access to your social media account.

**NO.39** Which of the following attributes within an opportunity can you use to create a forecast? Note: There are 2 correct Answers to this question.

- \* Item revenue

- \* Total contract value
- \* Weighted revenue
- \* Expected revenue

**NO.40** Which of the following fields can you use to restrict lead conversion actions? There are 2 correct Answers to this question.

- \* Status
- \* Lead Score
- \* Qualification
- \* Approval Status

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