[Q20-Q40 Verified C-C4H410-21 dumps Q&As - Pass Guarantee Exam Dumps Test Engine [2022
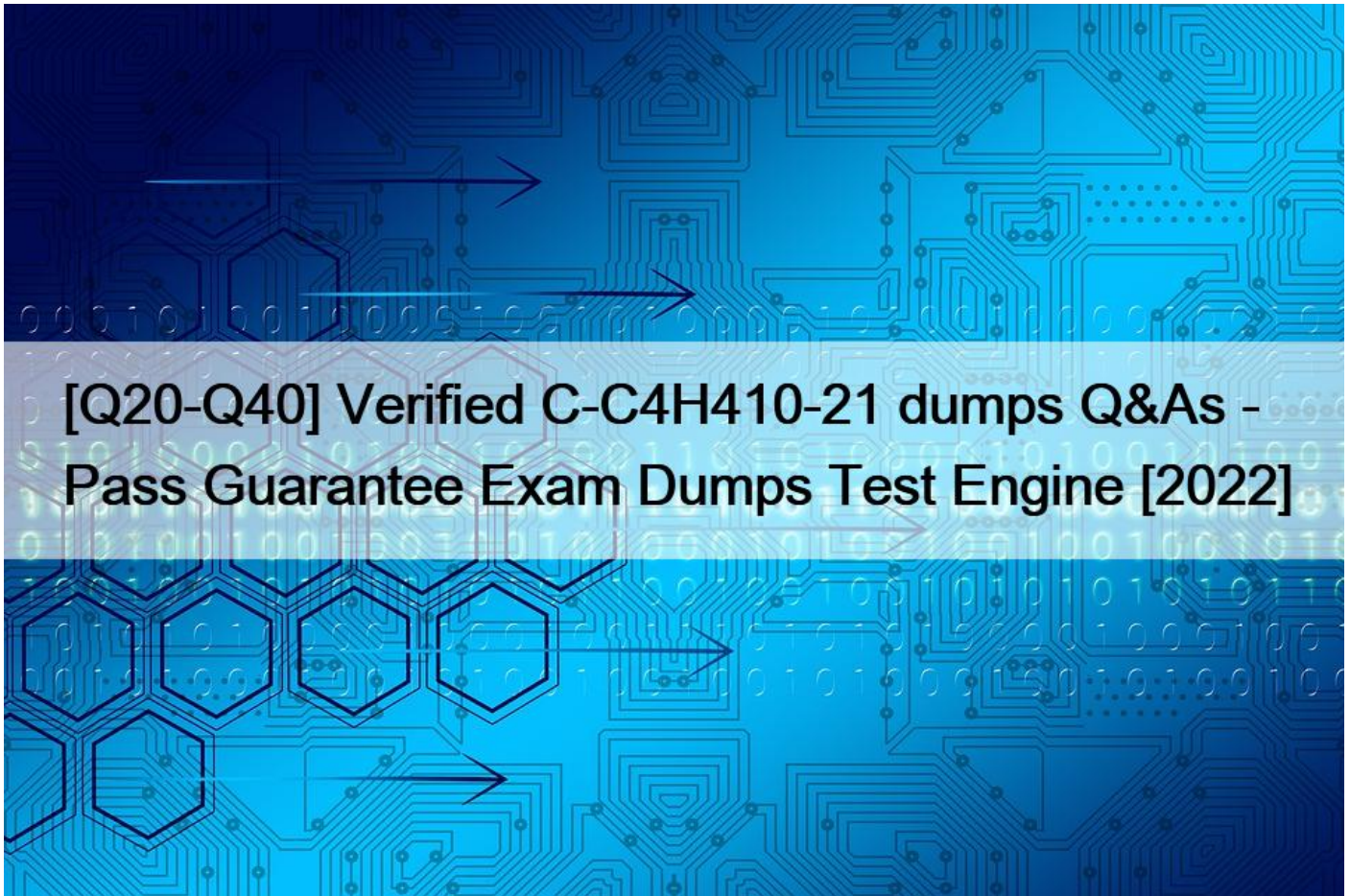

Verified C-C4H410-21 dumps Q&As - Pass Guarantee Exam Dumps Test Engine [2022]
C-C4H410-21 dumps and 118 unique questions

C-C4H410-21 Exam Certification Details:

Exam:80 questionsLevel:AssociateLanguages:EnglishSample Questions: SAP C-C4H410-21 Exam Sample Question

SAP C-C4H410-21 Exam Description:

The ?SAP Certified Application Associate ? SAP Sales Cloud 2111? certification exam verifies that the candidate possesses fundamental knowledge in SAP Cloud for Customer administration and proven skills in SAP Sales Cloud. This certificate proves that the candidate has the core understanding required of an application consultant and is able to apply the associated prerequisite skills practically under the supervision of an expert consultant in a project environment.

SAP C-C4H410-21 Certification Exam Topics:

Topic AreasTopic Details, Courses, Books**Data Migration and Integration > 12%**Use data migration templates, data workbench, troubleshoot data migration issues and understand mass data maintenance. Describe the SAP pre-packaged integration scenarios and

optimal project management practices related to system integration.   C4H440 (SAP CLOUD FOR CUSTOMER 2111)   C4H410 (SAP CLOUD FOR CUSTOMER 2111)   **Implementation Basics and Fine Tuning 8% - 12%**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 2111)   C4H410 (SAP CLOUD FOR CUSTOMER 2111)   **Sales Planning and Forecasting < 8%**Set up sales target plans using various dimensions and create, update and submit forecasts.   C4H410 (SAP CLOUD FOR CUSTOMER 2111)   **Sales Contracts Quotation and Sales Order Management > 12%**Set up contract as follow-on from preceeding 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 2111)   **User Management and Notification Process > 12%**Perform tasks associated with the maintenance of employees, business roles and users, as well as set up data restrictions. Set up a notification process and configure conditions and actions for workflows.   C4H440 (SAP CLOUD FOR CUSTOMER 2111)   **Personalization and Extensibility < 8%**Identify how to use personalization and extensibility, including mashups and custom business objects.   C4H440 (SAP CLOUD FOR CUSTOMER 2111)   **Master Data (Account, Contact, Product, and Pricing) > 12%**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 2111)

Q20. How do you do mass upload routing rules for visits? Note; There are 2 correct Answers to this question.
* Upload an Excel file manually.
* Use asynchronous Web services.
* Use an OData service.
* Use scoping.

Q21. On which revenue levels can a forecast be based? Note: There are 2 correct Answers to this question.
* Product
* Customer
* Opportunity
* Territory

Q22. When managing the system lifecycle of active tenants in the Service Control Center, what options does an administrator have? Note: There are 2 correct Answers to this question.
* Accept termination.
* Copy solution profile.
* Terminate restore point.
* Cancel transport route.

Q23. Which of the following activities can you perform with the SAP add-in for Microsoft Excel? There are 2 correct answers to this question.
* Insert SAP Cloud for Customer reports into Microsoft Excel spreadsheet
* Upload Microsoft Excel workbooks to SAP Cloud for Customer
* Share SAP Cloud for Customer report data using Object Linking and Embedding (OLE)
* Publish Microsoft Excel workbooks to Microsoft Sharepoint from SAP Cloud for Customer

Q24. Which characteristics apply to the SAP customer factsheet? Note: There are 2 correct Answers to this question.
* Editing can be performed directly in the factsheet.
* Data is displayed in PDF format.

* Connection with the Web service in SAP ERP or SAP CRM is invoked.
* A VPN connection is required.

Q25. What must you maintain to transfer data into SAP Hybris cloud for customer? Please choose the correct answer.
* Migration Templates
* Number ranges for business objects
* ID Mapping
* Code List Mapping

Q26. 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 leads.
* Synchronize tasks.
* Synchronize quotes.
* Synchronize contacts.

Q27. You have enabled offline pricing for SAP Sales Cloud. What price entry field is available for order item entry in the SAP Sales Cloud mobile app?
* Freight Price
* Negotiated Price
* Gross Price
* Estimated Price

Q28. You need to change access to a work center for several users to read-only. Which setting do you use to apply restriction rules?
* Code list restrictions
* The access context
* A scoping question
* Any field of the business object

Q29. Which assignment options are available when creating a new base price list? Note: There are 2 correct Answers to this question.
* Scales
* Discounts
* Validity
* Sales team

Q30. Which views can you use to see the visit planner screen? Note: There are 2 correct Answers to this question.
* Tile view
* Table view
* Timeline view
* Map view

Q31. You need to change the settings for the lead aging notification. What do you have to do? Please choose the correct answer.
* Use the business configuration work center to modify the number of days of the notification expiration.
* Use the Sales work center to trigger the time of the notification.
* Use the Application and User Management work center to assign users to the notification.
* Use the Administrator work center to set up priorities for the notification.

Q32. 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 lead status
* Based on surveys
* Based on product lists

Q33. You create sales quote in SAP Hybris Cloud for Customer for which a follow-up sales order must be created in SAP ERP. Which of the following activities must you perform before you create the sales order? There are 2 correct answers to this question.
* Set the pricing status to ‘Calculated Successfully’.
* Select ‘Simulate Order and Return Pricing’.
* Select ‘Create External Follow Up Document’.
* Create a sales quote with products.

Q34. What can you do with extension fields? Note: There are 2 correct Answers to this question.
* Add the field to a data source.
* Add the field to a form template.
* Add the field to the access sequence price lists.
* Add the field to a sales planning dimension.

Q35. What must you do to allow your customer to add product images to sales quote print forms?
* Activate the scoping element.
* Configure the fine-tuning activity.
* Enable adaptation and adjust the sales quote.
* Upload all images into the library.

Q36. Which features are available when you create a sales forecast? There are 2 correct answers to this question.
* Multi-level categorization
* Multi-dimensional forecasting
* Multi-level overrides
* Multi-dimensional rules

Q37. Which action triggers the credit limit determination in SAP Hybris Cloud for Customer? Please choose the correct answer.
* Request External Pricing
* Release to ERP
* Initiate Transfer
* Calculate Pricing

Q38. Which of the following planning dimensions can you use to set up a sales target plan? Note: There are 3 correct Answers to this question.
* Employee
* Sales area
* Territory
* ABC classification
* Account

Q39. For which of the following options can you apply workflow rules? Note: There are 2 correct Answers to this question.
* Define and activate custom fields.
* Send e-mail notifications.
* Define an action response template.
* Define conditions for the action field update.

Q40. Your customer configured External Pricing with SAP ERP. For which of the following Business Objects is External Pricing

supported? There are 2 correct answers to this question.

* Sales Leads
* Sales Activites
* Sales Quotes
* Sales Orders

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