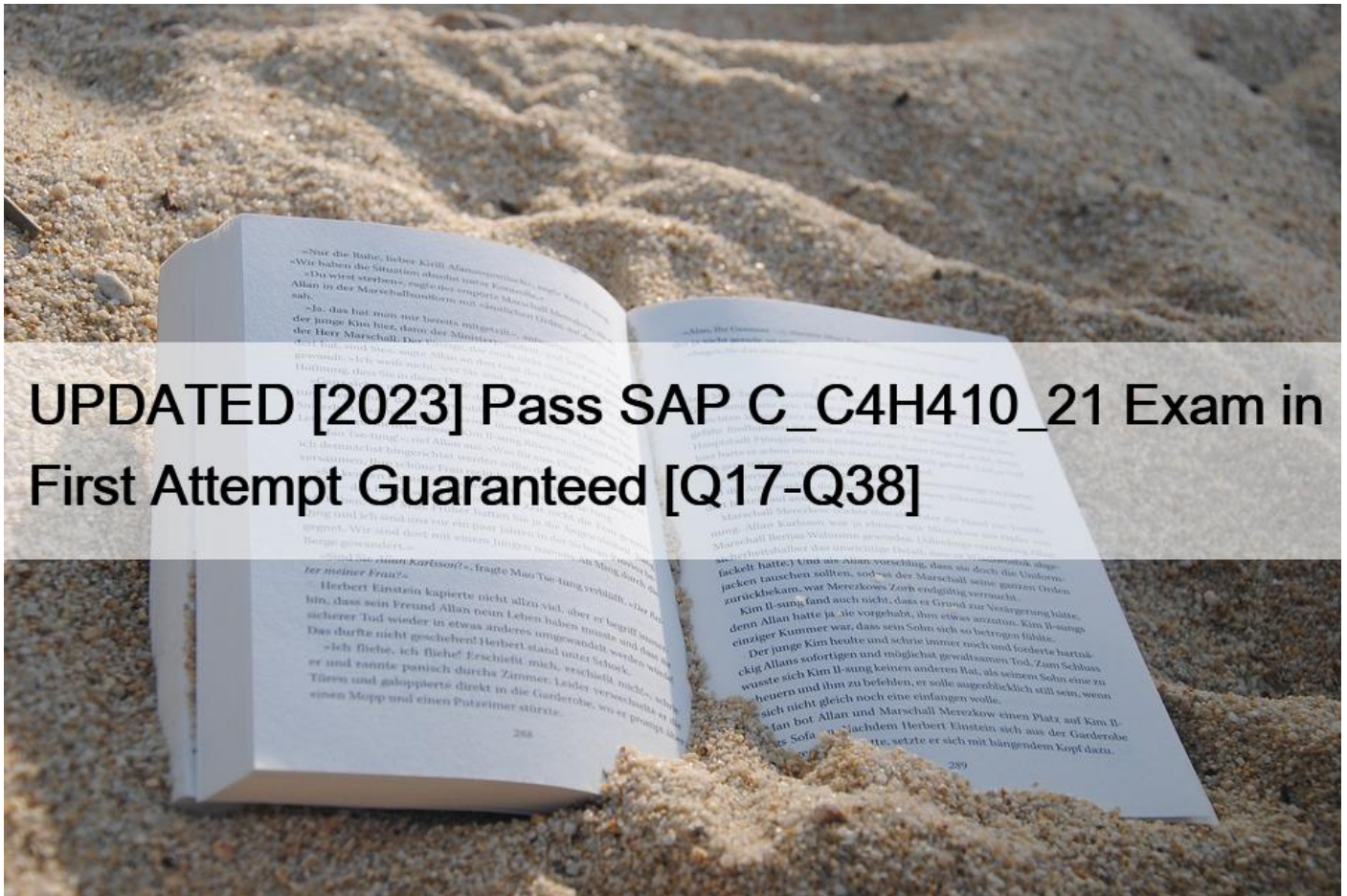# UPDATED [2023 Pass SAP C_C4H410_21 Exam in First Attempt Guaranteed [Q17-Q38

UPDATED [2023] Pass SAP C_C4H410_21 Exam in First Attempt Guaranteed
Pass C_C4H410_21 Exam Latest Practice Questions

C_C4H410_21 Exam Certification Details:
Sample Questions: SAP C_C4H410_21 Exam Sample Question Exam:80 questionsCut Score:63%Duration:180 minsLevel:Associate

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 Exam Syllabus Topics:
TopicDetailsTopic 1- Set up contract as follow-on from preceeding document- Identify tasks to configure and administer SAP Sales

CloudTopic 2- Set up lead distribution and aging notifications; also set up opportunity functions- User Management and Notification ProcessTopic 3- Identify fine-tuning timeline and dependencies in the context of the overall implementation- Sales Planning and ForecastingTopic 4- Set up sales target plans using various dimensions and create- Sales Contracts Quotation and Sales Order ManagementTopic 5- Describe the SAP pre-packaged integration scenarios- Implementation Basics and Fine TuningTopic 6- Set up a notification process and configure conditions and actions for workflows- Personalization and ExtensibilityTopic 7- Set up activity planning and visit execution with surveys and tasks- Create a document flow, gather pricing determinationTopic 8- Perform tasks associated with the maintenance of employees- Set up territory hierarchy and configure rules for territory determination

QUESTION 17

You need to configure sales phases during fine tuning but an activity is in read-only mode. What is the reason for this? Please choose the correct answer.
* The Fine Tuning activity is NOT open for configuration.
* The Fine Tuning activity is NOT added to the project.
* The Corresponding scoping element is NOT activated.
* The Fine Tuning activity is closed.

QUESTION 18

What are some of the steps to create an ERP sales quote from an SAP Sales Cloud opportunity? Note: There are 2 correct Answers to this question.
* Ensure all sales activities are completed in the opportunity.
* Request pricing for the products in the opportunity.
* Click on Actions -> Create ERP Quote in the opportunity.
* Maintain the sales phase as Identify opportunity.

QUESTION 19

What can you use to map the complex organizational structure of a large account in SAP Sales Cloud?
* Organizational structure
* Account hierarchy
* 360 overview
* Territory hierarchy

QUESTION 20

Which of the following activities do you perform when you create an interactive dashboard? Note: There are 3 correct Answers to this question.
* Select report variants.
* Identify new key figures for dashboard analysis.
* Assign the dashboard to a sales organization.
* Define chart interaction.
* Define access by business role.

QUESTION 21

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

QUESTION 22

You would like to create a new product list, based on a required product. Which would be an example of cross-selling?
* An additional accessory of the product is proposed.
* A product of lower value is proposed for replacement.
* An additional product of higher value is proposed.
* A product of higher value is proposed for replacement.

QUESTION 23

You need to configure sales phases during fine-tuning, but the activity is in read-only mode. What is the reason for this?
* The fine-tuning activity is NOT assigned to the user.
* The fine-tuning activity is NOT added to the project.
* The fine-tuning activity is NOT open for configuration.
* The fine-tuning activity has already been configured.

QUESTION 24

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.

QUESTION 25

Which elements in a ticket are uniquely identified using a registered product? There are 2 correct answers to this question.
* Warranty
* Service Level Agreements
* Contract
* Service Entitlements

QUESTION 26

Which of the following activities can you perform when you set up territory hierarchies? Note: There are 2 correct Answers to this question.
* Upload Territory Hierarchy from Excel
* Assign an employee responsible for a territory.
* Create Multiple Root Hierarchies.
* Set an account for territory override

QUESTION 27

Which sales planning dimensions can you use to define a sales target plan? Note: There are 2 correct answers to this question.

* Product list
* Employee
* Account team
* Sales unit

QUESTION 28

What options are available to upload data to a cloud data source? Note: There are 2 correct Answers to this question.
* CSV file
* Broadcast reports
* Mashup
* Web service

QUESTION 29

Where can you activate buying center relationships in SAP Sales Cloud?
* Extensibility
* Personalization
* Scoping
* Fine tuning

QUESTION 30

Which of the following business objects can be used in a default approval process? Note: There are 2 correct Answers to this question.
* Visit
* Sales quote
* Ticket
* Appointment

QUESTION 31

To which of the following are hotfixes applied?
* To an individual customer tenant only
* To a set of tenants
* To production tenants only
* To test tenants only

QUESTION 32

Which data is synchronized bi-directionally between SAP Hybris Cloud for Customer and SAP CRM on premise? There are 2 correct answers to this question.
* Territory Management data
* Opportunities
* Product master data
* Account Master Data

QUESTION 33

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.

QUESTION 34

Which of the following are key features for sales contracts? Note: There are 2 correct Answers to this question.
* Autogenerated weekly contract renewal reports
* SAP ERP external pricing scenarios
* SAP Condition Contract Management integration
* Contract renewal workflow notifications

QUESTION 35

What authorization element is used to restrict users’ access at the work center level?
* Access context
* Access rights
* Organizational structure
* Field restrictions

QUESTION 36

Based on which opportunity attributes can you create a sales forecast? There are 2 correct answers to this question.
* Negotiated Value
* Weighted Revenue
* Expected Revenue
* Total Contract Value

QUESTION 37

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.
* Port Type Package
* Port Binding
* Description
* Category

QUESTION 38

For which of the following reasons would you create a business role? There are 3 correct answers to this question.
* You want to set up a service agent for an administrator.
* You want to restrict drop-down list values for a specific group of users.
* You want to make custom reports available on the home page.
* You want to standardize system access.
* You want to perform fine-tuning activities.

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