

## [Q18-Q32 Pass Your SAP Certified Application Associate C\_C4H410\_21 Exam Easily with Accurate PDF Questions [Dec 01, 2023]

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SAP C-C4H410-21 exam consists of 80 multiple-choice questions, and the candidate is given 180 minutes to complete the exam. C\_C4H410\_21 exam assesses the candidate's knowledge of various topics, including SAP Sales Cloud components, sales processes, account and contact management, opportunity management, quotes and orders, analytics, and reporting. C\_C4H410\_21 exam is conducted in English and is available in different countries around the world.

SAP C\_C4H410\_21 exam is designed for professionals who wish to validate their skills in SAP Sales Cloud 2111. As a certified application associate, professionals will be able to perform tasks such as configuring and managing sales processes, customer data, and sales analytics. C\_C4H410\_21 exam is ideal for individuals who are seeking to enhance their career prospects in the field of SAP Sales Cloud.

### QUESTION 18

You have selected the Override Territory field on the Accounts overview page. What effect does this have on the territory determination? Please choose the correct answer.

- \* It removes the account from the territory realignment calculation.
- \* It removes only accounts with multiple territories from the territory realignment run.
- \* It aligns the account territory determination with the territory realignment run.
- \* It remove the employee from the territory realignment calculation.

### QUESTION 19

Which of the following steps are required when you set up a custom report that you want to make available for end users? Note: There are 2 correct Answers to this question.

- \* Create a key figure.
- \* Create a KPI.
- \* Choose a data source.
- \* Assign the report to a work center view.

### QUESTION 20

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?

- \* Use a mashup approach.
- \* Build a custom dashboard.
- \* Build a custom UI screen.
- \* Use a data transfer approach.

### QUESTION 21

Which of the following are characteristics of free goods usage in SAP Sales Cloud? Note: There are 3 correct Answers to this question.

- \* Items are read-only in the sales document.
- \* Inclusive determinations are allowed.
- \* Exclusive determinations are allowed.
- \* Items are editable in the sales document.
- \* Free goods determination is triggered by credit check.

### QUESTION 22

Which actions can you perform to control the authorizations of a user? Note: There are 2 correct Answers to this question.

- \* Assign the user to a territory.
- \* Assign work centers.
- \* Maintain attribute sets.
- \* Modify settings in the Access Restrictions tab.

### QUESTION 23

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.

### QUESTION 24

Which of the following actions can you perform with the Adaptation function? Note: There are 2 correct Answers to this question.

- \* Create an extension field and define its properties.
- \* Create code list restrictions.
- \* Assign a page layout to achieve dynamic user interfaces.
- \* Create workflow rules.

### QUESTION 25

What authorization element is used to restrict users' access at the work center level?

- \* Access context
- \* Access rights
- \* Organizational structure
- \* Field restrictions

### QUESTION 26

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

### QUESTION 27

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 28

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

### QUESTION 29

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.

### QUESTION 30

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

### QUESTION 31

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.

### QUESTION 32

Which of the following are social channels that can be utilized in SAP Sales Cloud? Note: There are 3 correct Answers to this question.

- \* LinkedIn
- \* Instagram

- \* WeChat
- \* TikTok
- \* YouTube

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