

[Q18-Q32 Pass Your SAP Certified Application Associate C_C4H410_21 Exam Easily with Accurate PDF Questions [Dec 01, 2023]

Pass Your SAP Certified Application Associate C_C4H410_21 Exam Easily with Accurate PDF Questions [Dec 01, 2023]
C_C4H410_21 Certification Exam Dumps Questions in here

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

Updated C_C4H410_21 Exam Practice Test Questions: https://www.braindumpsit.com/C_C4H410_21_real-exam.html