DUMPSARENA

SAP Certified Application Associate - SAP Sales Cloud 1811

SAP C_C4C12_1811

Version Demo

Total Demo Questions: 10

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QUESTION NO: 1

Which of the following configuration options can you use to restrict Lead conversion actions?

A. Sources

B. Qualifications

C. Status

D. Reasons

ANSWER: B

QUESTION NO: 2

Your customer defines a person who is responsible for checking every SAP Hybris Cloud for Customer upgrade Upgrade notification need to be send via e-mail to this person.

Which of the following steps must you perform in SAP Hybris Cloud for Customer to set this up?

A. Define the contact person in the Administration work center

B. Define a new service agent

C. Update the contact details in your organization structure

D. Define the contact person in the Service Control Center

ANSWER: D

QUESTION NO: 3

What can you use to control user privileges in SAP Hybris Cloud for Customer? (3 correct answers)

A. Page layout

B. Business Role

C. Code list restriction

D. Business configuration

E. Organizational Structure

ANSWER: A B C

QUESTION NO: 4

An employee can belong to multiple organization units. Determine whether this statement is true or false.

A. False

B. True

ANSWER: A

QUESTION NO: 5

Account 360 information in the Accounts view comes from both SAP ERP and BW systems. Determine whether this statement is true or false.

A. False

B. True

ANSWER: B

QUESTION NO: 6

Which of the following are features of custom report creation in SAP Hybris Cloud for customer? (3 correct answers)

A. Direct assignment of a report to a business user is supported

B. Custom report creation is supported with a guided procedure

C. Custom reports can be created by all users

D. Custom calculated key figures are allowed

E. Variable selection is possible

ANSWER: B D E

Which object do you use to assign the security policy for your SAP Hybris Cloud for Customer project?

A. Business Role

B. Employee

C. Business User

D. Organization Unit

ANSWER: C

Which of the following results are possible for the external Available-to-Promise (ATP) check in sales quotes? (3 correct answers)

A. Full delivery on requested date

B. No confirmation

C. Late delivery or insufficient quantity

D. External procurement

E. Binding confirmation

ANSWER: A B C

Which of the following actions can you perform using the data workbench tool? (3 correct answers)

A. Update

B. Delete

C. Import

D. Export

E. Create

ANSWER: A C D

QUESTION NO: 10

In the key user tool, which of the following properties are available for fields? Choose the correct answers.

A. Read only

B. Mandatory

C. Invisible

D. Hidden

ANSWER: A B