DUMPSARENA

SAP Certified Application Associate - SAP Sales Cloud 1911

SAP C_C4H410_01

Version Demo

Total Demo Questions: 10

Total Premium Questions: 102

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QUESTION NO: 1

What activities do you perform in the Administrator work center to enable a new social media channel? (3 correct answers)

A. Define the ticket priority with the social media channel provider

B. Create and schedule a social media import run

C. Select the channel type

D. Select the social media channel service level

E. Set up access to your social media account

ANSWER: A B D

QUESTION NO: 2

Which of the following activities do you perform when you create an interactive dashboard? (3 correct answers)

A. Define key figure exceptions

B. Select report variants

C. Define chart interaction

D. Select data sources

E. Define access by business role

ANSWER: B C E

QUESTION NO: 3

You need to enable offline pricing for an SAP Hybris Cloud for customer system. What do you need to replicate?

A. Sales area specific pricing procedure

B. Sales area specific customer price conditions

C. Territory specific customer pricing conditions

D. Sales area specific customer price lists

ANSWER: A

QUESTION NO: 4

Administration and configuration functionality is available in the HTML5 Ul. Determine whether this statement is true or false.

A. False

B. True

ANSWER: B

QUESTION NO: 5

To set the pricing status to 'calculated successfully' in a sales order, what must you trigger?

A. Trigger simulation in the sales order when in offline mode

B. Trigger simulation on the sales order in a non-integrated environment

C. Trigger simulation on the sales order in an integrated environment

D. Trigger Submit for Approval in the sales order

ANSWER: C

QUESTION NO: 6

On which of the following dimensions can you define a sales target plan? (2 correct answers)

A. Service Category

B. Sales Unit

C. Account Hierarchy

D. Product Category

ANSWER: B D

QUESTION NO: 7

What information is available when a customer visit is conducted? (2 correct answers)

A. Product availability check

B. Checklists

C. Last visit details and notes

D. Account product lists

ANSWER: B C

QUESTION NO: 8

How can you give a business user access to a work center view? (2 correct answers)

A. Create a business role that has access to the work center view and assign it to the business user

B. Copy the access rights from a business user who already has access to the work center view

C. Use business scoping to activate the work center containing the view

D. Assign the business user to the territory structure

ANSWER: B C

QUESTION NO: 9

You have enabled offline pricing for SAP Hybris Cloud for Customer What is the only field available for Order Item entry in SAP Hybris Cloud for Customer extended mobile app?

A. Base Price

B. Calculated Price

C. Estimated Price

D. Negotiated Price

ANSWER: C

QUESTION NO: 10

Activity List is a grouping of activities of a certain type. Determine whether this statement is true or false.

A. False

B. True

ANSWER: B