



Exam Dumps 360

Exam Code: C_C4H410_21

Exam Name | SAP Certified Application Associate – SAP Sales Cloud 2111

Total No. of Questions: 80

Passing Percentage: 63%

Exam Duration: 180 Minutes.

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Question. 1

Which assignment options are available when creating a new base price list? Note: There are 2 correct answers to this question.

- A. Discounts
- B. Scales
- C. Validity
- D. Sales team

Answers A B

Question. 2

Which of the following are features of data migration templates? Note: There are 2 correct answers to this question.

- A. You can modify standard templates as per your business need.
- B. You can use templates for standard and custom business objects.
- C. You can use downloaded templates from SAP S/4HANA.
- D. You can create as well as update records using templates.

Answers B C

Question. 3

When you generate an account summary, what type of information is displayed? Note: There are 3 correct answers to this question.

- A. Account team
- B. Billing status
- C. Relationships
- D. YTD revenue
- E. Campaigns

Answers A C E





Question. 4

Which of the following settings are required to implement a multistep approval process for opportunities? Note: There are 2 correct answers to this question.

- A. Activate the scoping element in business configuration.
- B. Select a condition for approval.
- C. Activate the sales assistant for the opportunity.
- D. Create territories as recipient units for the approval notifications.

Answers A B

Question. 5

While configuring a new implementation, you wish to add a sales phase called Qualify Opportunity to the project. However, the list of sales phases is in read-only mode. How can you resolve this?

- A. Change the status of the Sales Cycles and Phases activity to Open.
- B. Change the status of the Sales Cycles and Phases activity to In Process.
- C. Add the Maintain Sales Phases activity to the project.
- D. Add the Sales Cycles and Phases activity to the project.

Answers D