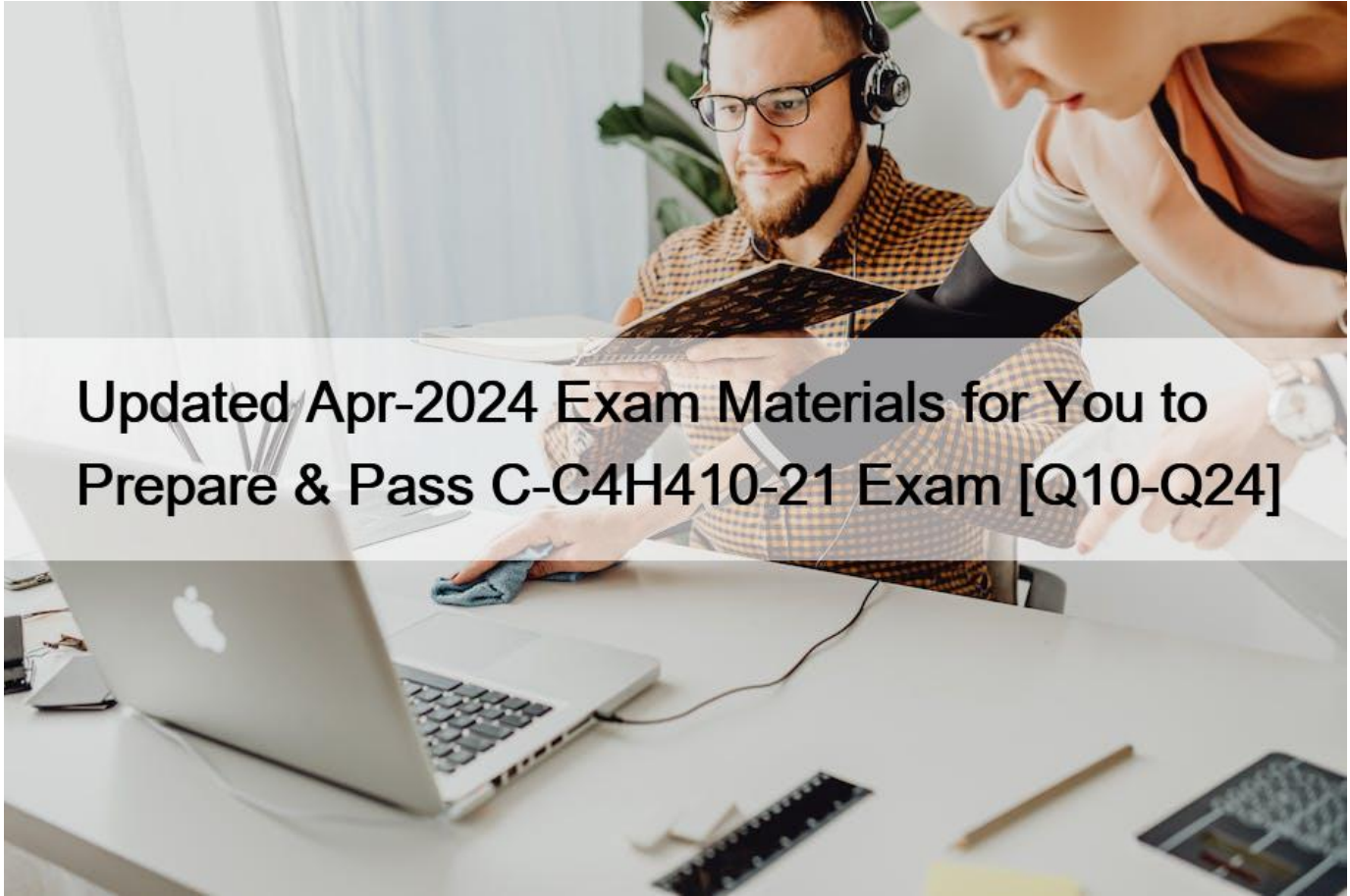


Updated Apr-2024 Exam Materials for You to Prepare & Pass C-C4H410-21 Exam [Q10-Q24]



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Pass Your C-C4H410-21 Exam at the First Try with 100% Real Exam

SAP C-C4H410-21 is a certification exam designed for individuals who want to validate their skills and knowledge in SAP Sales Cloud. Certified Application Associate - SAP Sales Cloud 2111 certification exam is aimed at validating the candidate's ability to configure, implement, and use SAP Sales Cloud 2111 solutions effectively. C-C4H410-21 exam covers various topics related to the SAP Sales Cloud, including account and contact management, lead and opportunity management, sales analytics, and sales collaboration.

NO.10 What must you do to allow your customer to add product images to sales quote print forms?

- * Activate the scoping element.
- * Configure the fine-tuning activity.
- * Enable adaptation and adjust the sales quote.
- * Upload all images into the library.

NO.11 During sales order simulation, what are the possible pricing statuses that can be returned? Note: There are 2 correct Answers to this question.

- * Calculated successfully
- * Calculation rejected
- * Not calculated
- * Calculation simulated

NO.12 What happens to a sales quote when a follow-on contract-item is created?

- * The sales quote is converted to a sales order.
- * The sales quote status changes to won.
- * The sales quote is sent for approval.
- * The sales quote is cancelled.

NO.13 To which of the following are hotfixes applied?

- * To an individual customer tenant only
- * To a set of tenants
- * To production tenants only
- * To test tenants only

NO.14 In SAP Sales Cloud, which party roles are provided as standard for an account team? Note: There are 2 correct Answers to this question.

- * Account team member
- * Account contact
- * Sales manager
- * Employee responsible – Sales

NO.15 Your customer configured External Pricing with SAP ERP. For which of the following Business Objects is External Pricing supported? There are 2 correct answers to this question.

- * Sales Leads
- * Sales Activities
- * Sales Quotes
- * Sales Orders

NO.16 What changes can be made to a sales order that has been saved and replicated to SAP S/4HANA for logistics processing?

- * Add new products.
- * Change sold-to party.
- * Remove payment terms.
- * Re-run credit check.

NO.17 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.

NO.18 How do you do mass upload routing rules for visits? Note; There are 2 correct Answers to this question.

- * Upload an Excel file manually.
- * Use asynchronous Web services.
- * Use an OData service.
- * Use scoping.

NO.19 For which of the following systems does SAP Hybris Cloud for Customer provide standard integration content for regulated products? Please choose the correct answer.

- * SAP Hybris Marketing
- * SAP Hybris Commerce
- * SAP ERP
- * SAPCRM

NO.20 You need to assign one contact to multiple accounts. How do you create this contact in SAP Hybris Cloud for Customer? Please choose the correct answer.

- * You create different contacts for each account.
- * You merge both accounts and create the contact record for that account.
- * You create the contact master record only and add it to the account hierarchy.
- * You create the contact for the first account and add the same contact to the second account.

NO.21 For which of the following business objects is external pricing supported? Note: There are 2 correct answers to this question.

- * Orders
- * Activities
- * Quotes
- * Leads

NO.22 For which of the following systems does SAP Sales Cloud provide standard integration content for registered products?

- * SAP Commerce
- * SAP Marketing
- * SAP CRM
- * SAP ERP

NO.23 You need to enable offline pricing for an SAP Sales Cloud standalone solution. What do you need to replicate?

- * Access sequence specific to a sales office
- * Customer price conditions specific to a sales office
- * Condition table specific to a sales office
- * Billing information specific to a sales office

NO.24 You want to create a sales order in SAP S/4HANA from a sales quote in SAP Sales Cloud. Which of the following steps are prerequisites for triggering sales order creation? Note: There are 2 correct Answers to this question.

- * Create an ERP sales quote.
- * Request external pricing.
- * Add a product from a past quote.
- * Create an external follow-up document.

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