

2023 C-C4H410-04 Premium Files Test pdf - Free Dumps Collection [Q40-Q63]



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NEW QUESTION 40

You want to set up SAP Sales Cloud to only allow sales representatives to view their own accounts and contacts. Which feature will you configure to achieve this?

- * Workflow rules
- * Access context
- * Access restrictions
- * Attributes

NEW QUESTION 41

What happens during the lead aging notification process? Note: There are 2 correct answers to this question.

- * The manager of the sales representative receives the notification.
- * The sales representative of the lead receives the notification.
- * A new high-priority notification is triggered after the first notification expires.

- * By default, the priority for the notification is set to high.

NEW QUESTION 42

What does the InsideView feature in leads do?

- * Provides a very detailed inside look at the products in leads
- * Provides information on feeds of your competitor accounts
- * Provides real-time insights about lead performance
- * Provides real-time insights from social media about prospective customers

NEW QUESTION 43

On which revenue levels can a forecast be based? Note: There are 2 correct Answers to this question.

- * Customer
- * Territory
- * Opportunity
- * Product

NEW QUESTION 44

Which of the following are characteristics of change projects? Note: There are 3 correct Answers to this question.

- * Only one active change project can exist in the system at a time.
- * Change projects can be created in production systems.
- * Change projects can only be created in test systems.
- * Multiple change projects can exist at the same time.
- * When change projects are created, a copy of the live project is created.

NEW QUESTION 45

For which of the following business objects is external pricing supported? Note: There are 2 correct answers to this question.

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

NEW QUESTION 46

What is the parameter on which sales team determination is based?

- * Party role
- * Territory
- * Follow-up opportunity
- * Primary contact person

NEW QUESTION 47

Your customer defines a person who is responsible for checking every SAP Sales Cloud upgrade. Upgrade notifications need to be sent via e-mail to this person. Which of the following steps must you perform in SAP Sales Cloud to set this up?

- * Define the IT contact in the business configuration scoping.
- * Create a download account on the SAP Support Portal.
- * Assign the IT contact to a business role with Administrator authorizations.

- * Define the IT contact in the Service Control Center.

NEW QUESTION 48

Which of the following business objects can be generated using the Custom Object Builder? Note: There are 2 correct Answers to this question.

- * Mashups
- * Data sources for reporting
- * Web services
- * Workflow notifications

NEW QUESTION 49

For which of the following business requirements would you use the Personalization feature? Note:

There are 2 correct Answers to this question.

- * A sales manager wants different screen layouts assigned to two different business roles.
- * A service manager wants to arrange his ticket queue with Assigned To as the first column.
- * A sales representative wants to modify the screen layout.
- * An administrator wants to change a standard field label to a new value.

NEW QUESTION 50

Which options do you have when you create an activity plan? Note: There are 2 correct Answers to this question.

- * Define workflow rules for the activity plan.
- * Define route planning for visit execution.
- * Define the validity of the activity plan.
- * Define whether tasks are mandatory.

NEW QUESTION 51

Which SAP Sales Cloud business documents can have competitor products assigned? Note: There are 2 correct Answers to this question.

- * Survey
- * Opportunity
- * Order
- * Quotation

NEW QUESTION 52

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.

NEW QUESTION 53

Which sales planning dimensions can you use to define a sales target plan? Note: There are 2 correct answers to this question.

- * Product list
- * Employee
- * Account team
- * Sales unit

NEW QUESTION 54

Which of the following are key features for sales contracts? Note: There are 2 correct Answers to this question.

- * SAP Condition Contract Management integration
- * SAP ERP external pricing scenarios
- * Contract renewal workflow notifications
- * Autogenerated weekly contract renewal reports

NEW QUESTION 55

What account attributes can be used to define rules and calculate territory assignment on an account? Note:

There are 2 correct Answers to this question.

- * ABC Classification
- * ERP Sales Area
- * Competitors
- * Product

NEW QUESTION 56

For which of the following business requirements would you use the Personalization feature? Note: There are

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NEW QUESTION 57

What options are available to upload data to a cloud data source? Note: There are 2 correct Answers to this question.

- * Web service
- * Broadcast reports
- * Mashup
- * CSV file

NEW QUESTION 58

What must you do to allow your customer to add product images to sales quote print forms?

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

NEW QUESTION 59

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.

NEW QUESTION 60

What is the difference between a business user and an employee? Note: There are 2 correct Answers to this question.

- * Business users can be created using the data migration template.
- * Business users can be assigned access rights and business roles.
- * Employees need to be assigned directly to the organizational structure.
- * Business users can be assigned to a sales team in an account.

NEW QUESTION 61

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

- * Activate the workflows in the scoping questions.
- * Create territories as recipient units for the approval notifications.
- * Activate the approval process in the scoping questions.
- * Select a rule to determine the approver.

NEW QUESTION 62

Based on which organizational elements can you define the distribution chain information in the product master? Note: There are 2 correct Answers to this question.

- * Distribution channel
- * Sales unit
- * Plant
- * Sales organization

NEW QUESTION 63

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.
- * A VPN connection is required.
- * Connection with the Web service in SAP ERP or SAP CRM is invoked.

SAP Sales Cloud Certification Exam Topics:

Topic Areas Topic Details, Courses, Books Weighting Implementation Basics and Fine Tuning Identify tasks to configure and administer SAP Sales Cloud. Identify fine-tuning timeline and dependencies in the context of the overall implementation and the ways to tailor the solution by checking and adjusting the predefined settings to meet the customer's business requirements. C4H440 (SAP CLOUD FOR CUSTOMER 2011)

C4H410 (SAP CLOUD FOR CUSTOMER 2011) 8% - 12% Lead and Opportunity Management Set up lead distribution and aging notifications; also set up opportunity functions, such as opportunity creation, buying center and revenue scheduling. C4H410 (SAP CLOUD FOR CUSTOMER 2011) 8% - 12% Personalization and Extensibility Identify how to use personalization and extensibility, including how to define related parameters. C4H440 (SAP CLOUD FOR CUSTOMER 2011) < 8% Reporting Leverage MS Excel with SAP Sales Cloud reports, and identify different components of custom reports and interactive dashboards. C4H410 (SAP CLOUD FOR CUSTOMER 2011) 8% - 12% User Management and Notification Process Perform tasks associated with the maintenance of employees, business roles and users, as well as set up data restrictions. Set up a notification process and configure conditions and actions for workflows. C4H440 (SAP CLOUD FOR CUSTOMER 2011) > 12% Master Data (Account, Contact, Product, and Pricing) Define and configure pricing components for internal and external pricing determination, and trigger pricing in sales documents. Define different account groups and contact relationships. C4H440 (SAP CLOUD FOR CUSTOMER 2011) > 12% Sales Planning and Forecasting Set up sales target plans using various dimensions and create, update and submit forecasts. C4H410 (SAP CLOUD FOR CUSTOMER 2011) < 8% Data Migration and Integration Use data migration templates, data workbench, troubleshoot data migration issues and understand mass data maintenance. Describe the SAP pre-packaged integration scenarios and optimal project management practices related to system integration. C4H440 (SAP CLOUD FOR CUSTOMER 2011)

C4H410 (SAP CLOUD FOR CUSTOMER 2011) > 12%

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