



QUESTION & ANSWER

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Exam : C_C4H410_04

**Title : SAP Certified Application
Associate - SAP Sales
Cloud 2011**

Version : DEMO

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

- A. Order
- B. Opportunity
- C. Survey
- D. Quotation

Answer: B,C

2.What is the first step that an administrator would take to enable the integration of SAP Sales Cloud with SAP S/4HANA?

- A. Set up conditions in the Data Protection and Privacy work center.
- B. Define integration fields in the Data Workbench work center.
- C. Define iFlows in the Administrator work center.
- D. Define settings in the Business Configuration work center.

Answer: D

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

- A. Primary contact person
- B. Party role
- C. Follow-up opportunity
- D. Territory

Answer: B

4.Which of the following activities do you perform when you create an interactive dashboard? Note: There are 3 correct Answers to this question.

- A. Select report variants.
- B. Identify new key figures for dashboard analysis.
- C. Assign the dashboard to a sales organization.
- D. Define chart interaction.
- E. Define access by business role.

Answer: A,D,E

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

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

Answer: B,C,D