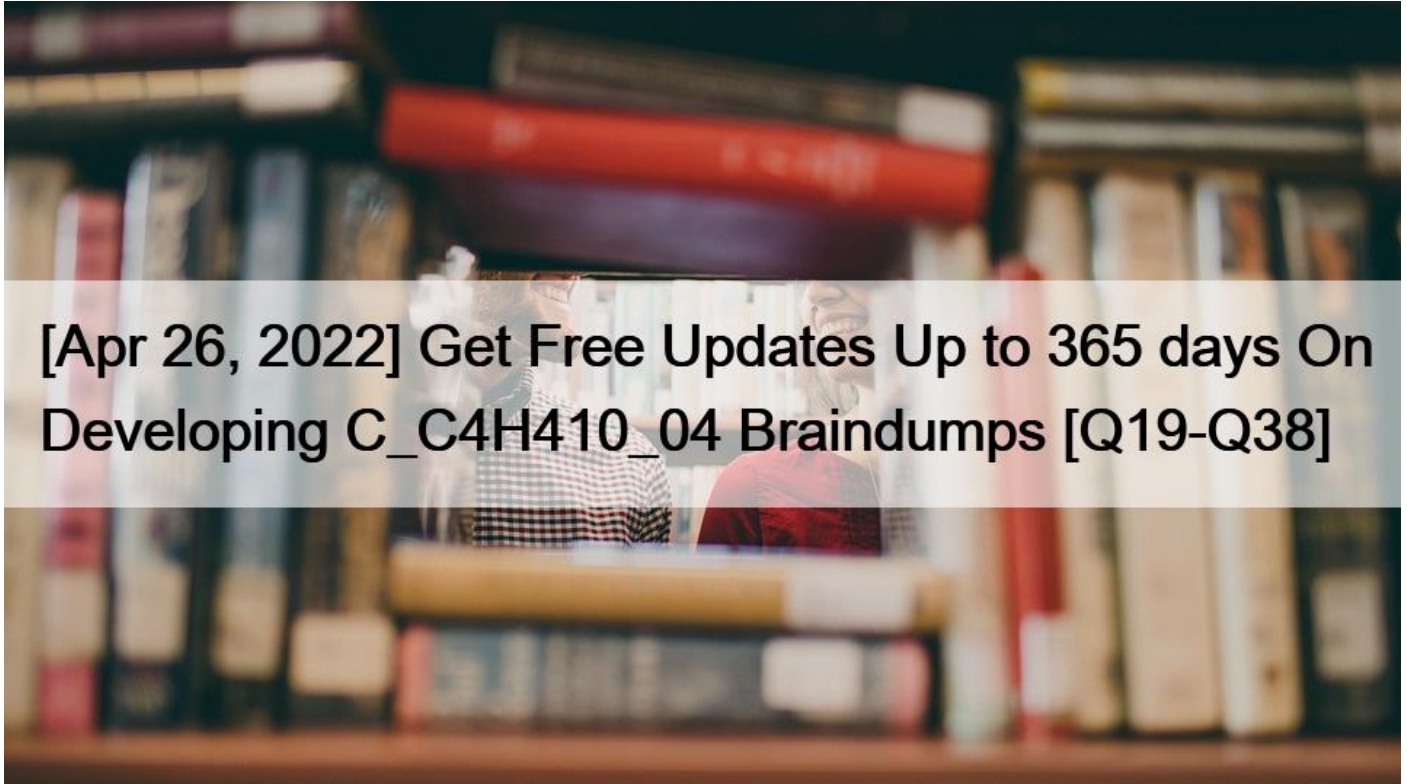


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Best Quality SAP C\_C4H410\_04 Exam Questions

### SAP C\_C4H410\_04 Exam Syllabus Topics:

Topic 1- Identify different components of custom reports and interactive dashboards- Define different account groups and contact relationships  
Topic 2- Set up sales order functions, such as order creation- User Management and Notification Process  
Topic 3- Set up a notification process and configure conditions and actions for workflows- Identify how to use personalization and extensibility, including how to define related parameters  
Topic 4- Define and configure pricing components for internal and external pricing determination- Set up contract as follow-on from preceding document  
Topic 5- Use data migration templates, data workbench, troubleshoot data migration issues and understand mass data maintenance- Implementation Basics and Fine Tuning  
Topic 6- Set up activity planning and visit execution with surveys and tasks- Set up territory hierarchy and configure rules for territory determination  
Topic 7- Set up lead distribution and aging notifications; also set up opportunity functions- Set up sales target plans using various dimensions and create, update and submit forecasts

**NO.19** Which views can you use to see the visit planner screen? Note: There are 2 correct Answers to this question.

- \* Tile view
- \* Table view
- \* Map view
- \* Timeline view

**NO.20** What are some of the features that SAP Sales Cloud provides during the Visit Planning phase? Note:

There are 2 correct Answers to this question.

- \* Status of tasks completed during the visit
- \* Map-based route planning
- \* A calendar view containing visit details
- \* Notifications for visit plan approval

**NO.21** What are some of the steps to create an ERP sales quote from an SAP Sales Cloud opportunity? Note: There are 2 correct Answers to this question.

- \* Ensure all sales activities are completed in the opportunity.
- \* Request pricing for the products in the opportunity.
- \* Click on Actions -> Create ERP Quote in the opportunity.
- \* Maintain the sales phase as Identify opportunity.

**NO.22** According to SAP practices, which initial tasks are required to configure SAP Sales Cloud? Note: There are 2 correct Answers to this question.

- \* Test integration points.
- \* Set up scoping and fine-tuning.
- \* Define the organizational structure.
- \* Define business roles.

**NO.23** Which of the following fields can you use to restrict lead conversion actions?

- \* Approval Status
- \* Qualification
- \* Status
- \* Lead Score

**NO.24** For which of the following options can you apply workflow rules? Note: There are 2 correct Answers to this question.

- \* Define an action response template.
- \* Send e-mail notifications.
- \* Define and activate custom fields.
- \* Define conditions for the action field update.

**NO.25** You need to create a mashup on the account overview that will allow you to open a search engine in a new window. What kind of mashup do you create?

- \* Data
- \* HTML
- \* Web service
- \* URL

**NO.26** You need to apply complex changes to an SAP Sales Cloud system after go live. Which option does SAP recommend for implementing these changes?

- \* Copy projects
- \* Change projects
- \* Restore projects
- \* Transport projects

**NO.27** 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.

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

**NO.28** Which of the following activities do you perform when you create an interactive dashboard? Note: There are 3 correct Answers to this question.

- \* Define chart interaction.
- \* Select report variants.
- \* Define access by business role.
- \* Assign the dashboard to a sales organization.
- \* Identify new key figures for dashboard analysis

**NO.29** You have selected the Override Territory field on the Accounts Overview page. What effect does this have on territory determination?

- \* It aligns the account territory determination with the territory realignment run.
- \* It excludes accounts with multiple territories from the territory realignment run.
- \* It excludes the account during the territory realignment run.
- \* It aligns all accounts marked for territory override with a territory team.

**NO.30** 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.

**NO.31** What is the first step that an administrator would take to enable the integration of SAP Sales Cloud with SAP S/4HANA?

- \* Define settings in the Business Configuration work center.
- \* Set up conditions in the Data Protection and Privacy work center.
- \* Define integration fields in the Data Workbench work center.
- \* Define iFlows in the Administrator work center.

**NO.32** You would like to create a new product list, based on a required product. Which would be an example of cross-selling?

- \* An additional accessory of the product is proposed.
- \* A product of lower value is proposed for replacement.
- \* A product of higher value is proposed for replacement.
- \* An additional product of higher value is proposed.

**NO.33** You want to standardize the rules of system access for all sales managers in your company in SAP Sales Cloud. Which feature will you use to achieve this?

- \* Business users
- \* Access restrictions
- \* Business roles
- \* Access context

**NO.34** Which of the following attributes within an opportunity can you use to create a forecast? Note: There are 2 correct Answers to this question.

- \* Item revenue

- \* Total contract value
- \* Weighted revenue
- \* Expected revenue

**NO.35** You want to launch the SAP ERP customer cockpit from an SAP Sales Cloud account to view transactions in SAP ERR. Which of the following integration approaches support this requirement?

- \* REST A2X service
- \* SAPUI5 widget
- \* SOAP A2X service
- \* Mashup

**NO.36** You want to automate the update of a particular field in an opportunity, based on a set of conditions. Which feature do you use?

- \* Access restrictions
- \* Workflow rules
- \* Notification
- \* Personalization

**NO.37** You need to change access to a work center for several users to read-only. Which setting do you use to apply restriction rules?

- \* Code list restrictions
- \* The access context
- \* A scoping question
- \* Any field of the business object

**NO.38** Which actions can you perform to control the authorizations of a user? Note: There are 2 correct Answers to this question.

- \* Modify settings in the Access Restrictions tab.
- \* Assign the user to a territory.
- \* Maintain attribute sets.
- \* Assign work centers.

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