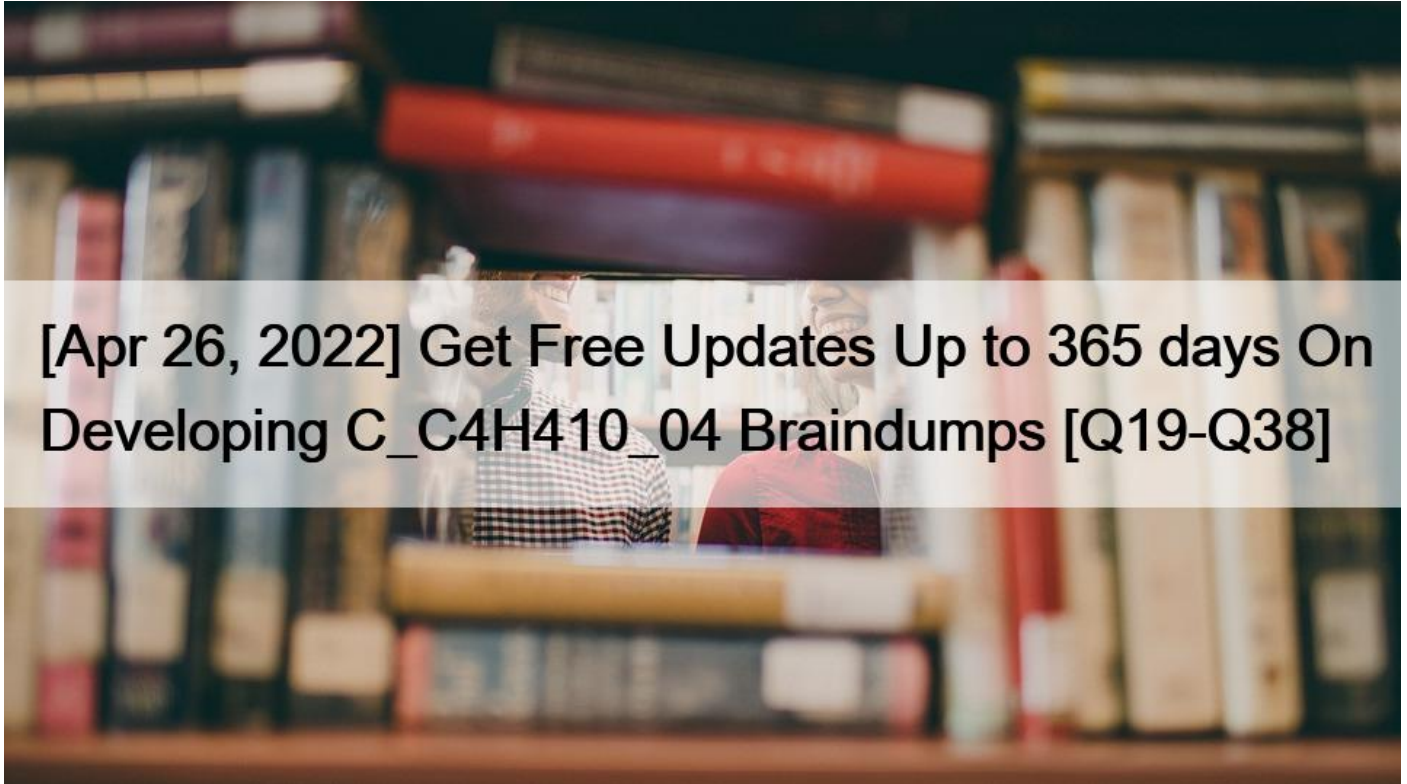


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Best Quality SAP C_C4H410_04 Exam Questions

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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