

## Guaranteed Accomplishment with Newest Oct-2022 FREE SAP C\_C4H410\_04 [Q50-Q64]



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**NO.50** Which of the following activities do you perform when you create an interactive dashboard? Note:

There are 3 correct Answers to this question.

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

**NO.51** You want to set up the system to send an e-mail notification every time a contact person is added to an account. Which feature do you use?

- \* Notifications
- \* Workflow rules
- \* Feeds

\* Web services

**NO.52** Which of the following are social channels that can be utilized in SAP Sales Cloud? Note: There are 3 correct Answers to this question.

- \* LinkedIn
- \* Instagram
- \* WeChat
- \* TikTok
- \* YouTube

**NO.53** 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.

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

**NO.54** Which of the following are characteristics of free goods usage in SAP Sales Cloud? Note: There are 3 correct Answers to this question.

- \* Items are editable in the sales document.
- \* Free goods determination is triggered by credit check.
- \* Exclusive determinations are allowed.
- \* Inclusive determinations are allowed.
- \* Items are read-only in the sales document.

**NO.55** Which of the following fields can you use to restrict lead conversion actions?

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

**NO.56** 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.57** In SAP Sales Cloud, which party roles are provided as standard for an account team? Note: There are 2 correct Answers to this question.

- \* Sales manager
- \* Employee responsible &#8211; Sales
- \* Account team member
- \* Account contact

**NO.58** How can you set the lead qualification levels in SAP Sales Cloud? Note: There are 2 correct Answers to this question.

- \* Manually maintained
- \* Based on surveys
- \* Based on product lists
- \* Based on lead status

**NO.59** 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.

**NO.60** Where can you maintain settings to notify a salesperson about aging leads?

- \* Extensibility
- \* Personalization
- \* Scoping
- \* Fine tuning

**NO.61** 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.62** 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.
- \* Add a product from a past quote.
- \* Create an external follow-up document.
- \* Request external pricing.

**NO.63** 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.

**NO.64** Which of the following activity types can you assign in the sales assistant within fine-tuning in SAP Sales Cloud? Note: There are 3 correct Answers to this question.

- \* Quotation
- \* E-mail
- \* Task
- \* Visit
- \* Phone call

## 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% Territory Management Set up territory hierarchy and configure rules for territory determination. C4H440 (SAP CLOUD FOR CUSTOMER 2011) < 8% Sales Contracts Quotation and Sales Order Management Set up contract as follow-on from preceding document, create a document flow, gather pricing determination. Set up quotation functions, such as, quotation creation, product recommendations, availability to promise, pricing request and follow-up transactions; set up sales order functions, such as order creation, product recommendations, order status updates and follow-up transactions. C4H410 (SAP CLOUD FOR CUSTOMER 2011) 8% - 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% Visit Planning and Execution Set up activity planning and visit execution with surveys and tasks. C4H410 (SAP CLOUD FOR CUSTOMER 2011) < 8% 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% 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% 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%

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