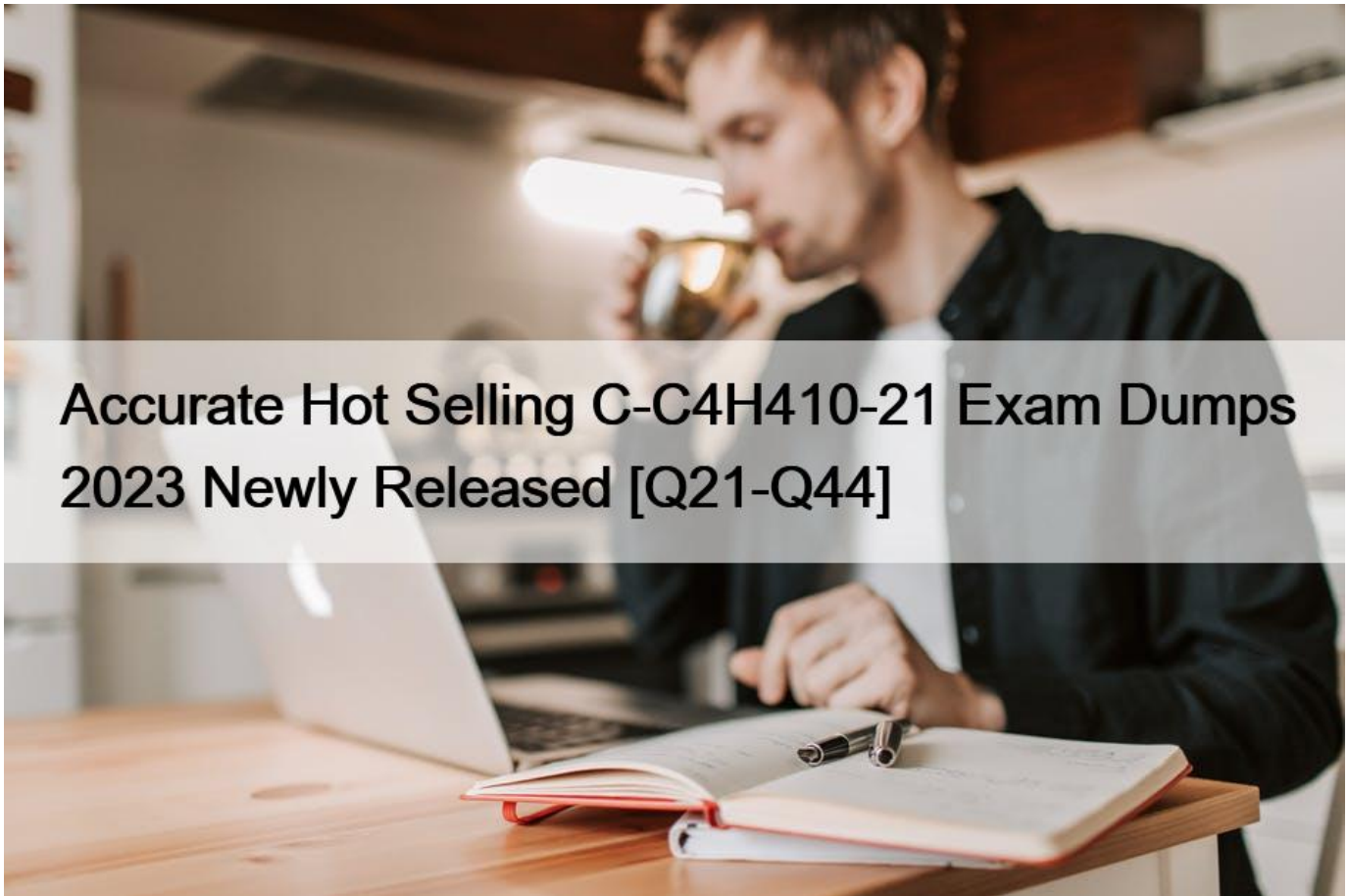


## Accurate Hot Selling C-C4H410-21 Exam Dumps 2023 Newly Released [Q21-Q44]



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### C-C4H410-21 Exam Certification Details:

Duration:180 minsExam:80 questionsLevel:AssociateSample Questions: SAP C-C4H410-21 Exam Sample Question  
Languages:English

### SAP C-C4H410-21 Certification Exam Topics:

Topic AreasTopic Details, Courses, Books**Sales Contracts Quotation and Sales Order Management > 12%**Set up contract as follow-on from preceeding 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 2111) **Master Data (Account, Contact, Product, and Pricing) > 12%**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 2111) **User Management and Notification Process > 12%**

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 2111) **Visit Planning and Execution < 8%** Set up activity planning and visit execution with surveys and tasks. C4H410 (SAP CLOUD FOR CUSTOMER 2111) **Sales Planning and Forecasting < 8%** Set up sales target plans using various dimensions and create, update and submit forecasts. C4H410 (SAP CLOUD FOR CUSTOMER 2111) **Implementation Basics and Fine Tuning 8% - 12%** 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 2111) C4H410 (SAP CLOUD FOR CUSTOMER 2111) **Lead and Opportunity Management 8% - 12%** 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 2111)

**NO.21** Based on which opportunity attributes can you create a sales forecast? There are 2 correct answers to this question.

- \* Negotiated Value
- \* Weighted Revenue
- \* Expected Revenue
- \* Total Contract Value

**NO.22** What is a workflow rule used for? There are 2 correct answers to this question.

- \* To set up automatic e-mail notifications
- \* To define and activate rules for automatic field updates
- \* To set up the organizational work distribution
- \* To define and activate an approval process

**NO.23** When managing the system lifecycle of active tenants in the Service Control Center, what options does an administrator have? Note: There are 2 correct Answers to this question.

- \* Accept termination.
- \* Copy solution profile.
- \* Terminate restore point.
- \* Cancel transport route.

**NO.24** A Bill of Material was triggered from SAP Hybris Cloud for Customer using the Request External Pricing option. Where can the pricing and quantity be edited? Please choose the correct answer.

- \* In the child item only
- \* In both the parent item and the child item
- \* In the parent item only
- \* In the quotation header

**NO.25** In HTML5, what can you do using the field definition link? There are 2 correct answers to this question.

- \* Hide an extension field from the master template.
- \* Add an extension field to the page layout.
- \* Add an extension field to a form template.
- \* Add an extension field to a data source.

**NO.26** You need to create a URL mashup on the Account Overview to open a Google search. Which of the following elements are mandatory to configure the mashup? Please choose the correct answer.

- \* Port Type Package
- \* Port Binding

- \* Description
- \* Category

**NO.27** 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.
- \* Business users can be assigned to a sales team in an account.
- \* Employees need to be assigned directly to the organizational structure.

**NO.28** 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.29** To which of the following can you assign a custom report to control its visibility? Note: There are 2 correct Answers to this question.

- \* Business role
- \* Access context
- \* Work center
- \* Business user

**NO.30** 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 approval process in the scoping questions.
- \* Create territories as recipient units for the approval notifications.
- \* Select a rule to determine the approver.
- \* Activate the workflows in the scoping questions.

**NO.31** For which of the following systems does SAP Sales Cloud provide standard integration content for registered products?

- \* SAP Commerce
- \* SAP Marketing
- \* SAP CRM
- \* SAP ERP

**NO.32** Which action triggers the credit limit determination in SAP Hybris Cloud for Customer? Please choose the correct answer.

- \* Request External Pricing
- \* Release to ERP
- \* Initiate Transfer
- \* Calculate Pricing

**NO.33** Which of the following initial tasks are required to configure SAP Hybris Cloud for Customer? There are 2 correct answers to this question.

- \* Define the organizational structure
- \* Define the business roles
- \* Set up scoping and fine tuning
- \* Define the territory structure

**NO.34** You need to configure sales phases during fine tuning but an activity is in read-only mode. What is the reason for this?

Please choose the correct answer.

- \* The Fine Tuning activity is NOT open for configuration.
- \* The Fine Tuning activity is NOT added to the project.
- \* The Corresponding scoping element is NOT activated.
- \* The Fine Tuning activity is closed.

**NO.35** How can you create a business user in SAP Sales Cloud? Note: There are 2 correct Answers to this question.

- \* Manually create an employee.
- \* Change the fine-tuning activity.
- \* Import using a migration template.
- \* Replicate accounts from SAP CRM.

**NO.36** What can you do with extension fields? Note: There are 2 correct Answers to this question.

- \* Add the field to a data source.
- \* Add the field to a form template.
- \* Add the field to the access sequence price lists.
- \* Add the field to a sales planning dimension.

**NO.37** Where can you maintain settings to notify a salesperson about aging leads?

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

**NO.38** What activities do you perform in the Administrator work center to enable a new social media channel? There are 3 correct answers to this question.

- \* Create and schedule a social media import run.
- \* Define the ticket priority with the social media channel provider.
- \* Select the social media channel service level.
- \* Set up access to your social media account.
- \* Select the channel type.

**NO.39** What authorization element is used to restrict users' access at the work center level?

- \* Access context
- \* Access rights
- \* Organizational structure
- \* Field restrictions

**NO.40** Which data is synchronized bi-directionally between SAP Sales Cloud and SAP CRM on premise? Note: There are 2 correct Answers to this question.

- \* Contacts
- \* Pricing
- \* Promotions
- \* Leads

**NO.41** Your customer configured External Pricing with SAP ERP. For which of the following Business Objects is External Pricing supported? There are 2 correct answers to this question.

- \* Sales Leads
- \* Sales Activities
- \* Sales Quotes

\* Sales Orders

**NO.42** What must you do to allow your customer to add product images to sales quote print forms?

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

**NO.43** You have selected the Override Territory field on the Accounts Overview page. What effect does this have on territory determination?

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

**NO.44** 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?

- \* Feeds
- \* Workflow rules
- \* Web services
- \* Notifications

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