

C_C4H410_21^{Q&As}

SAP Certified Application Associate - SAP Sales Cloud 2111

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QUESTION 1

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.

- A. Phone call
- B. E-mail
- C. Quotation
- D. Visit
- E. Task

Correct Answer: ADE

QUESTION 2

In SAP Sales Cloud, which party roles are provided as standard for an account team? Note: There are 2 correct Answers to this question.

- A. Account team member
- B. Account contact
- C. Sales manager
- D. Employee responsible - Sales

Correct Answer: D

QUESTION 3

What type of confirmation is received for an availability check when you use the Request External Pricing option from SAP Sales Cloud?

- A. Non-binding confirmation
- B. Complete confirmation
- C. Future confirmation
- D. Follow-up confirmation

Correct Answer: A

QUESTION 4

What happens to a sales quote when a follow-on contract-item is created?

- A. The sales quote is converted to a sales order.
- B. The sales quote status changes to won.
- C. The sales quote is sent for approval.
- D. The sales quote is cancelled.

Correct Answer: A

QUESTION 5

Which of the following actions are required to use Data Workbench successfully? Note: There are 3 correct Answers to this question.

- A. Provide import data.
- B. Map input fields with data fields.
- C. Purchase additional licenses for Data Workbench.
- D. Download the relevant import template.
- E. Change the template structure.

Correct Answer: ABD

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