

## C\_C4H410\_21<sup>Q&As</sup>

SAP Certified Application Associate - SAP Sales Cloud 2111

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## QUESTION 1

You need to change access to a work center for several users to read-only. Which setting do you use to apply restriction rules?

- A. Code list restrictions
- B. The access context
- C. A scoping question
- D. Any field of the business object

Correct Answer: B

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## QUESTION 2

Restriction rules can be assigned to work center views within a business role if they're based on which of the following authorization elements? Please choose the correct answer.

- A. Access Control
- B. Access Context
- C. Access Restriction
- D. Access Rights

Correct Answer: B

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## QUESTION 3

What you can use to map the complex organizational structure of a large account in SAP Hybris Cloud for Customer? Please choose the correct answer.

- A. Account Hierarchy
- B. Territory Hierarchy
- C. Product Hierarchy
- D. Organizational Structure

Correct Answer: A

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## QUESTION 4

You integrated Microsoft Outlook with SAP Hybris Cloud for Customer. Which of the following activities can you perform after the integration? There are 2 correct answers to this question.

- A. Synchronize and exchange leads
- B. Synchronize and exchange appointments
- C. Create opportunities
- D. Create and access contacts

Correct Answer: BD

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## QUESTION 5

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.

- A. Notifications for visit plan approval
- B. Status of tasks completed during the visit
- C. A calendar view containing visit details
- D. Map-based route planning

Correct Answer: CD

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