

SAP.C_C4H41_2405.by.Eny.37q

Number: C_C4H41_2405
Passing Score: 800
Time Limit: 120
File Version: 4.0

Exam Code: C_C4H41_2405

Exam Name: SAP Certified Associate - Implementation Consultant - SAP Sales Cloud



Exam A

QUESTION 1

For which of the following business requirements would you use the Personalization feature? Note: There are 2 correct answers to this question

- A. A sales manager wants different screen layouts assigned to two different business roles
- B. A service manager wants to arrange his ticket queue with Assigned To as the first column
- C. An administrator wants to change a standard field label to a new value.
- D. A sales representative wants to modify the screen layout.

Correct Answer: C, D

Section:

QUESTION 2

Which methods can you use to create a sales quote? Note: There are 2 correct answers to this question

- A. Follow-up from a sales quote
- B. Follow-up from a campaign
- C. Follow-up from an opportunity
- D. Follow-up from a lead

Correct Answer: A, C

Section:

QUESTION 3

A bill of materials was triggered from SAP Sales Cloud using the Request External Pricing option. Where can the pricing and quantity be edited?

- A. In the parent item only
- B. In both the parent item and the child item
- C. In the child item only
- D. In the quotation header

Correct Answer: A

Section:

QUESTION 4

Which of the following business objects can be generated using the Custom Object Builder? Note: There are 2 correct answers to this question.

- A. Mashups
- B. Web services
- C. Data sources for reporting
- D. Workflow notifications

Correct Answer: A, B



Section:

QUESTION 5

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

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

Correct Answer: D

Section:

QUESTION 6

When you view a product master, which organizational elements represent a distribution chain? Note: There are 2 correct answers to this question

- A. Installed base
- B. Distribution channel
- C. Sales unit
- D. Sales organization

Correct Answer: B, D

Section:

QUESTION 7

For which of the following options can you apply workflow rules? Note: There are 2 correct answers to this question

- A. Define conditions for the Field Update action
- B. Define and activate custom fields
- C. Define an action response template
- D. Send e-mail notifications.

Correct Answer: A, D

Section:

QUESTION 8

When working with sales plans and forecasts, which of the following can you do when creating new versions? Note There are 2 correct answers to this question.

- A. You can use many active versions simultaneously
- B. You can only use new plan versions to simulate scenarios.
- C. You can only have one active version at a given time
- D. You can only view reports once plan versions are released

Correct Answer: B, C

Section:

QUESTION 9



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.

- A. Terminate restore point
- B. Accept termination
- C. Cancel transport route
- D. Copy solution profile

Correct Answer: A, D

Section:

QUESTION 10

You are configuring a new SAP Sales Cloud implementation for a client. Which of the following tasks must you complete?

Note: There are 2 correct answers to this question.

- A. Use Fine Tuning to configure Territories
- B. Use Scoping to match business requirements to solution capabilities.
- C. Configure work distribution rules in Scoping
- D. Perform Fine Tuning to tailor the solution.

Correct Answer: B, D

Section:

QUESTION 11

During sales order simulation, what are the possible pricing statuses that can be returned? Note: There are 2 correct answers to this question.

- A. Calculated successfully
- B. Calculation rejected
- C. Calculation simulated
- D. Not calculated

Correct Answer: A, D

Section:

QUESTION 12

What are some of the key capabilities of the workflow functionality? Note: There are 3 correct answers to this question.

- A. Track bounced e-mails
- B. Track approvals
- C. Automate pricing
- D. Automate e-mails
- E. Automate field updates

Correct Answer: A, D, E

Section:

QUESTION 13

How do you mass upload routing rules for visits? Note: There are 2 correct answers to this question.

- A. Use asynchronous Web services
- B. Use an OData service
- C. Use scoping.
- D. Upload an Excel file manually.

Correct Answer: B, D

Section:

QUESTION 14

Which of the following can you use to explore released APIs?

- A. SAP Application Interface Framework
- B. SAP Business Accelerator Hub
- C. SAP Integration Suite

Correct Answer: B

Section:

QUESTION 15

Which of the following objects can you configure to be in sync when you integrate SAP Sales Cloud and SAP CRM on premise? Note: There are 2 correct answers to this question.

- A. Leads
- B. Activity plans
- C. Sales quotes
- D. Campaigns

Correct Answer: A, C

Section:

QUESTION 16

Which of the following are features of territory management? Note: There are 2 correct answers to this question

- A. sales territory can be assigned to more than one owner
- B. A realignment run must occur to enable use of the territory override feature.
- C. Authorizations and data access can be based on a territory assignment
- D. An account can be assigned to more than one territory.

Correct Answer: A, D

Section:

QUESTION 17

Which feature of the sales order can you use for cross-selling or upselling?

- A. External pricing
- B. Recommended products
- C. Price lists



D. Product hierarchy

Correct Answer: B

Section:

QUESTION 18

Which of the following are features of the clean core dashboard? Note: There are 2 correct answers to this question

- A. Customers can grant access to the dashboard to partners
- B. Customers can use the dashboard in the dev, test, and production tenants
- C. It can be used in all SAP S/4HANA Cloud editions
- D. It can be accessed by using SAP For Me

Correct Answer: B, D

Section:

QUESTION 19

Which of the following are social channels that can be utilized in SAP Sales Cloud? Note: There are 3 correct answers to this question.

- A. TikTok
- B. Instagram
- C. LinkedIn
- D. WeChat
- E. YouTube

Correct Answer: B, D, E

Section:

QUESTION 20

Which of the following are key features for sales contracts? Note: There are 2 correct answers to this question

- A. SAP ERP external pricing scenarios
- B. SAP Condition Contract Management integration
- C. Contract renewal workflow notifications
- D. Auto-generated weekly contract renewal reports

Correct Answer: A, C

Section:

QUESTION 21

Which of the following settings are required to implement a multistep approval process for opportunities? Note: There are 2 correct answers to this question.

- A. Select a condition for approval.
- B. Activate the scoping element in business configuration.
- C. Activate the sales assistant for the opportunity
- D. Create territories as recipient units for the approval notifications



Correct Answer: A, B

Section:

QUESTION 22

What steps should you perform to use the Data Workbench? Note: There are 3 correct answers to this question

- A. Download the relevant import template
- B. Provide source to destination field mapping
- C. Purchase additional licenses for the Data Workbench
- D. Configure the Migration Workbench
- E. Provide import data in CSV format

Correct Answer: A, B, E

Section:

QUESTION 23

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

- A. ERP Sales Area
- B. Competitors
- C. ABC Classification
- D. Product

Correct Answer: A, C

Section:

QUESTION 24

How can you set the lead qualification levels in SAP Sales Cloud? Note: There are 2 correct answers to this question.

- A. Based on lead status
- B. Based on surveys
- C. Based on product lists
- D. Maintain manually

Correct Answer: A, D

Section:

QUESTION 25

Which shorthand's can you use within feed in SAP Sales Cloud? Note: There are 3 correct answers to this question.

- A. *
- B. #
- C. &
- D. @
- E. \$

Correct Answer: B, D, E



Section:

QUESTION 26

You need to apply complex changes to an SAP Sales Cloud system after go live. Due to the nature of the changes, you need to test the changes before they take effect. Which option does SAP recommend for implementing these changes?

- A. Create a local change project in the production system, move it to a test system, then merge it with the original production system after testing.
- B. Create a remote change project in the test system, then replicate it to the production system after testing
- C. Create a remote change project in the production system, move it to a test system, then merge it with the original production system after testing
- D. Create a remote change project in the production system only

Correct Answer: C

Section:

QUESTION 27

Your customer wants to set up pricing in SAP Sales Cloud. What must you do to perform internal pricing? Note: There are 2 correct answers to this question.

- A. Enable integration with SAP ERP.
- B. Enable business scoping.
- C. Maintain product lists
- D. Maintain price lists and discount lists.

Correct Answer: B, D

Section:

QUESTION 28

In SAP Sales Cloud, which object can you associate to multiple territories?

- A. Lead
- B. Partner contacts
- C. Opportunity
- D. Sales Quote

Correct Answer: C

Section:

QUESTION 29

Which of the following attributes within an opportunity can you use to create a forecast? Note: There are 2 correct answers to this question.

- A. Total contract value
- B. Item revenue
- C. Expected revenue
- D. Weighted revenue

Correct Answer: C, D

Section:



QUESTION 30

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. Map-based route planning
- D. A calendar view containing visit details

Correct Answer: C, D

Section:

QUESTION 31

Where can you activate buying center relationships in SAP Sales Cloud?

- A. Scoping
- B. Extensibility
- C. Personalization
- D. Fine-tuning

Correct Answer: A

Section:

QUESTION 32

When creating a custom report for end users, what functions of business analytics can the analytics professional perform?

Note: There are 3 correct answers to this question

- A. Create calculated measurements.
- B. Combine data sources
- C. Create comparison metrics
- D. Change SAP-delivered reports
- E. Combine dashboards

Correct Answer: B, D, E

Section:

QUESTION 33

Which options do you have when you create an activity plan? Note: There are 2 correct answers to this question.

- A. Define whether tasks are mandatory
- B. Define workflow rules for the activity plan.
- C. Define the validity of the activity plan.
- D. Define route planning for visit execution

Correct Answer: A, C

Section:

QUESTION 34

You would like a list of proposed products to be displayed in a sales document if a certain product is added. How can you configure this in the Product Lists work center?

- A. Create a new product list with a product list type of Cross/Up/Down Selling, then add the recommended products to the Proposed Products facet.
- B. Create a new product list with a product list type of Cross/Up/Down Selling, then add the recommended products to the Required Products facet.
- C. Create a new product list with a product list type of Cross Selling, then add the recommended products to the Required Products facet
- D. Create a new product list with a product list type of Cross Selling, then add the recommended products to the Proposed Product Categories facet.

Correct Answer: A

Section:

QUESTION 35

What does the Inside View feature in leads do?

- A. Provides real-time insights from social media about prospective customers
- B. Provides information on feeds of your competitor accounts
- C. Provides real-time insights about lead performance
- D. Provides a detailed inside look at the products in leads

Correct Answer: A

Section:

QUESTION 36

You need to enable offline pricing for an SAP Sales Cloud standalone solution. What do you need to replicate?

- A. Condition table specific to a sales office
- B. Billing information specific to a sales office
- C. Access sequence specific to a sales office
- D. Customer price conditions specific to a sales office

Correct Answer: D

Section:

QUESTION 37

While configuring a new implementation, you wish to add a sales phase called Qualify Opportunity to the project. However, the list of sales phases is in read-only mode. How can you resolve this?

- A. Add the Sales Cycles and Phases activity to the project
- B. Change the status of the Sales Cycles and Phases activity to Open
- C. Change the status of the Sales Cycles and Phases activity to In Process
- D. Add the Maintain Sales Phases activity to the project

Correct Answer: A

Section:

