



C_C4C12_1811

SAP Sales Cloud Certification Questions & Answers



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SAP Certified Application Associate - SAP Sales Cloud 1811
80 Questions Exam – 61% Cut Score – Duration of 180 minutes

C_C4C12_1811 Practice Test

ERPPrep.com's C_C4C12_1811 PDF is a comprehensive compilation of questions and answers that have been developed by our team of SAP Sales Cloud experts and experienced professionals. To prepare for the actual exam, all you need is to study the content of this exam questions. You can identify the weak area with our premium C_C4C12_1811 practice exams and help you to provide more focus on each syllabus topic covered. This method will help you to boost your confidence to pass the SAP Sales Cloud certification with a better score.

C_C4C12_1811 Questions and Answers Set

Question 1.

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

Please choose the correct answer.

- a) Any field of the business object.
- b) The parent work center.
- c) The access context.
- d) The authorization object.

Answer: c

Question 2.

In which of the following dimensions can you define the sales target plan?

There are 2 correct answers to this question.

- a) Sales Unit
- b) Product List
- c) Account Team
- d) Employee

Answer: a, d

Question 3.

Your customer needs information from multiple internal and external sources. The result must be shown on an Opportunity Overview in SAP Hybris Cloud for Customer. Which mashup type do you recommend?

Please choose the correct answer.

- a) Data mashup
- b) Custom mashup
- c) HTML mashup
- d) URL mashup

Answer: a

Question 4.

You need to apply complex changes to an SAP Hybris Cloud for customer system after go live, which option does SAP recommend to implement these changes?

There are 2 correct answers to this question.

- a) Combine Projects
- b) Merge Projects
- c) Change projects
- d) Convert projects

Answer: c, d

Question 5.

To which of the following are hotfixes applied?

Please choose the correct answer.

- a) To a set of tenants
- b) To an individual customer tenant only
- c) To test tenants only
- d) To production tenants only

Answer: a

Question 6.

You want to launch the SAP ERP Customer Cockpit from a SAP Hybris Cloud for Customer account to view transactions in SAP ERP. Which of the following integration approaches support this requirement?

Please choose the correct answer.

- a) SOAP A2X Service
- b) REST A2X Service
- c) UI5 Widget
- d) Mashup

Answer: d

Question 7.

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.

- a) Sales Leads
- b) Sales Orders
- c) Sales Activites
- d) Sales Quotes

Answer: b, d

Question 8.

Where do you need to maintain the sales data flag to define an account team as sales area dependent?

Please choose the correct answer.

- a) Involved parties
- b) Customer role
- c) Party role definition
- d) Party determination

Answer: c

Question 9.

You need to split and distribute the opportunity revenue, but you do NOT see a particular employee in the list while performing the distribution. What must be the reason for this?

Please choose the correct answer.

- a) The employee is NOT part of the account team.
- b) The employee is NOT part of the sales organization.
- c) The employee is NOT part of the sales org. unit.
- d) The employee is NOT part of the sales team.

Answer: d

Question 10.

To set the pricing status to 'calculated successfully' in a sales order, what must you trigger?

Please choose the correct answer.

- a) Trigger simulation in the sales order when in offline mode.
- b) Trigger simulation on the sales order in an integrated environment.
- c) Trigger simulation on the sales order in a non-integrated environment.
- d) Trigger Submit for Approval in the sales order.

Answer: b

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