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# C\_C4H410\_04

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**SAP Sales Cloud Certification Questions & Answers**



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**C\_C4H410\_04**

**SAP Certified Application Associate - SAP Sales Cloud 2011**  
**80 Questions Exam – 66% Cut Score – Duration of 180 minutes**

# C\_C4H410\_04 Practice Test

ERPPrep.com's C\_C4H410\_04 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\_C4H410\_04 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\_C4H410\_04 Questions and Answers Set

### Question: 1

You want to launch the SAP ERP customer cockpit from an SAP Sales Cloud 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) SAPUI5 widget
- d) Mashup

**Answer: d**

### Question: 2

Which action should you execute to set the pricing status in a sales order to Calculated?

Please choose the correct answer.

- a) Trigger a consistency check in the sales order.
- 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**

**Question: 3**

For which of the following systems does SAP Sales Cloud provide standard integration content for registered products?

Please choose the correct answer.

- a) SAP ERP
- b) SAP Marketing
- c) SAP Commerce
- d) SAP CRM

**Answer: a**

**Question: 4**

What happens during the lead aging notification process?

There are 2 correct answers to this question.

- a) A new high priority notification is triggered after the first notification expires.
- b) The manager of the sales representative receives the notification.
- c) By default, the priority for the notification is set to high.
- d) The lead owner receives the notification.

**Answer: b, c**

**Question: 5**

Which sales planning dimensions can you use to define a 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: 6**

For which of the following business objects is external pricing supported?

There are 2 correct answers to this question.

- a) Leads
- b) Orders
- c) Activities
- d) Quotes

**Answer: b, d**

**Question: 7**

You want to transfer data from SAP Sales Cloud to an external Web page in an additional browser window. Which mashup type do you recommend?  
Please choose the correct answer.

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

**Answer: d****Question: 8**

You need to change access to 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) Code list restrictions
- c) The access context
- d) A scoping question

**Answer: c****Question: 9**

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: 10**

You want to use the revenue split within opportunities. Which of the following actions are required?  
Please choose the correct answer.

- a) Assign employees to a territory organization.
- b) Include employees as part of the account team.
- c) Create a sales planning dimension.
- d) Activate scoping questions.

**Answer: d**

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