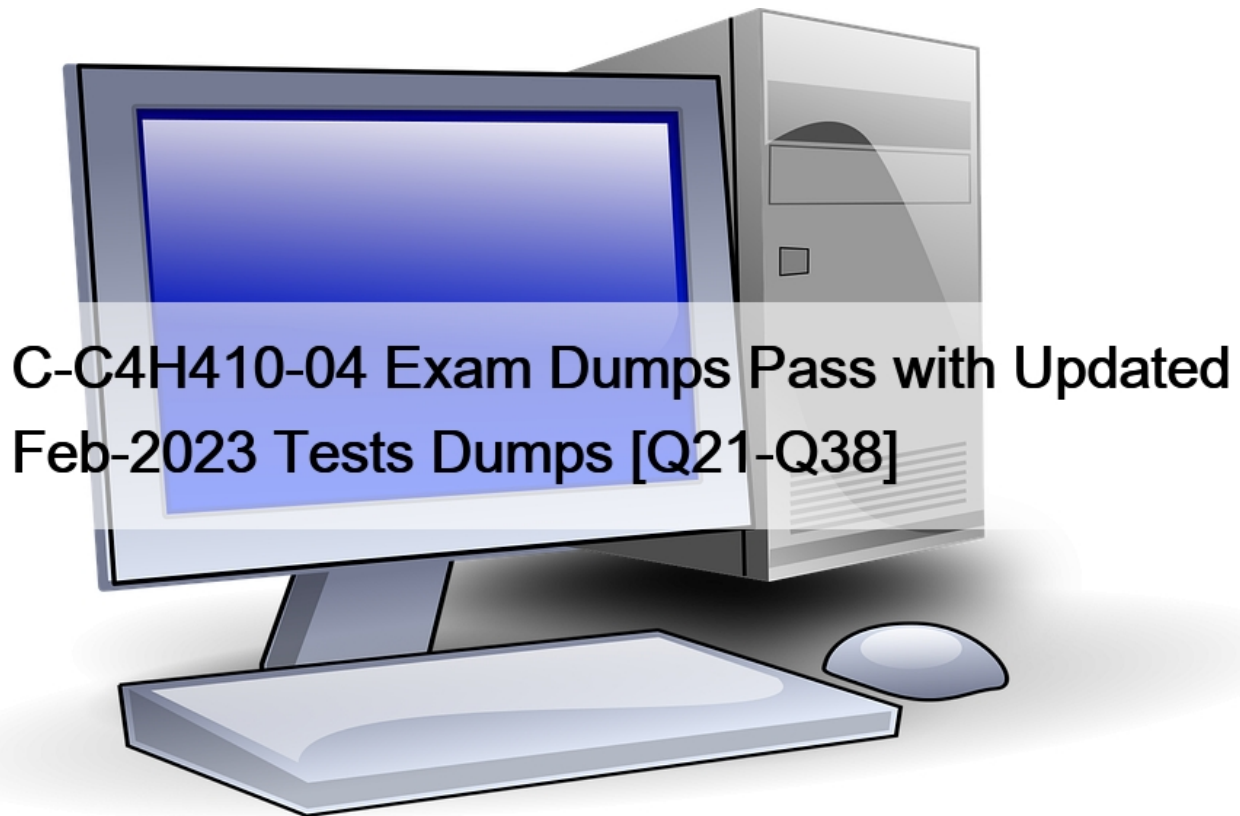


C-C4H410-04 Exam Dumps Pass with Updated Feb-2023 Tests Dumps [Q21-Q38]



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C-C4H410-04 exam questions for practice in 2023 Updated 85 Questions

QUESTION 21

Where can you maintain settings to notify a salesperson about aging leads?

- * Extensibility
- * Personalization
- * Scoping
- * Fine tuning

QUESTION 22

Which of the following fields can you use to restrict lead conversion actions? There are 2 correct Answers to this question.

- * Status
- * Lead Score
- * Qualification
- * Approval Status

QUESTION 23

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

- * Calculated successfully
- * Calculation simulated
- * Not calculated
- * Calculation rejected

QUESTION 24

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

- * Trigger simulation on the sales order in a non-integrated environment.
- * Trigger simulation on the sales order in an integrated environment.
- * Trigger a consistency check in the sales order.
- * Trigger Submit for Approval in the sales order.

QUESTION 25

Which data is synchronized bi-directionally between SAP Sales Cloud and SAP CRM on premise? Note:

There are 2 correct Answers to this question.

- * Leads
- * Contacts
- * Promotions
- * Pricing

QUESTION 26

Which of the following are characteristics of change projects? Note: There are 3 correct Answers to this question.

- * Only one active change project can exist in the system at a time.
- * Change projects can be created in production systems.
- * Change projects can only be created in test systems.
- * Multiple change projects can exist at the same time.
- * When change projects are created, a copy of the live project is created.

QUESTION 27

What can you do with extension fields? Note: There are 2 correct Answers to this question.

- * Add the field to a sales planning dimension.
- * Add the field to the access sequence price lists.
- * Add the field to a data source.
- * Add the field to a form template.

QUESTION 28

Which of the following settings are required to implement a multistep approval process for opportunities?

Note: There are 2 correct Answers to this question.

- * Activate the approval process in the scoping questions.
- * Create territories as recipient units for the approval notifications.
- * Select a rule to determine the approver.

- * Activate the workflows in the scoping questions.

QUESTION 29

For which of the following business requirements would you use the Personalization feature? Note: There are

2 correct Answers to this question.

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

QUESTION 30

What is the first step that an administrator would take to enable the integration of SAP Sales Cloud with SAP S/4HANA?

- * Define settings in the Business Configuration work center.
- * Set up conditions in the Data Protection and Privacy work center.
- * Define integration fields in the Data Workbench work center.
- * Define iFlows in the Administrator work center.

QUESTION 31

Which activities must you perform to enable retrieval of messages from a social media channel? Note:

There are 2 correct Answers to this question.

- * Import social media user profiles.
- * Set up access to your social media account.
- * Create and schedule a social media import run.
- * Invite accounts to connect.

QUESTION 32

You want to create a sales order in SAP S/4HANA from a sales quote in SAP Sales Cloud. Which of the following steps are prerequisites for triggering sales order creation? Note: There are 2 correct Answers to this question.

- * Create an ERP sales quote.
- * Add a product from a past quote.
- * Create an external follow-up document.
- * Request external pricing.

QUESTION 33

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

- * LinkedIn
- * Instagram
- * WeChat
- * TikTok
- * YouTube

QUESTION 34

You want to automate the update of a particular field in an opportunity, based on a set of conditions.

Which feature do you use?

- * Access restrictions
- * Workflow rules
- * Notification
- * Personalization

QUESTION 35

Which characteristics apply to the SAP customer factsheet? Note: There are 2 correct Answers to this question.

- * Editing can be performed directly in the factsheet.
- * Data is displayed in PDF format.
- * A VPN connection is required.
- * Connection with the Web service in SAP ERP or SAP CRM is invoked.

QUESTION 36

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

- * Define an action response template.
- * Send e-mail notifications.
- * Define and activate custom fields.
- * Define conditions for the action field update.

QUESTION 37

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

- * Item revenue
- * Total contract value
- * Weighted revenue
- * Expected revenue

QUESTION 38

Which of the following activities can you perform when you set up territory hierarchies? Note: There are

2 correct Answers to this question.

- * Assign an employee responsible for a territory.
- * Upload Territory Hierarchy from Excel
- * Create Multiple Root Hierarchies.
- * Set an account for territory override.

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