[Q37-Q56 Real C_C4H410_21 dumps - Real SAP dumps PDF in here [Mar-2023
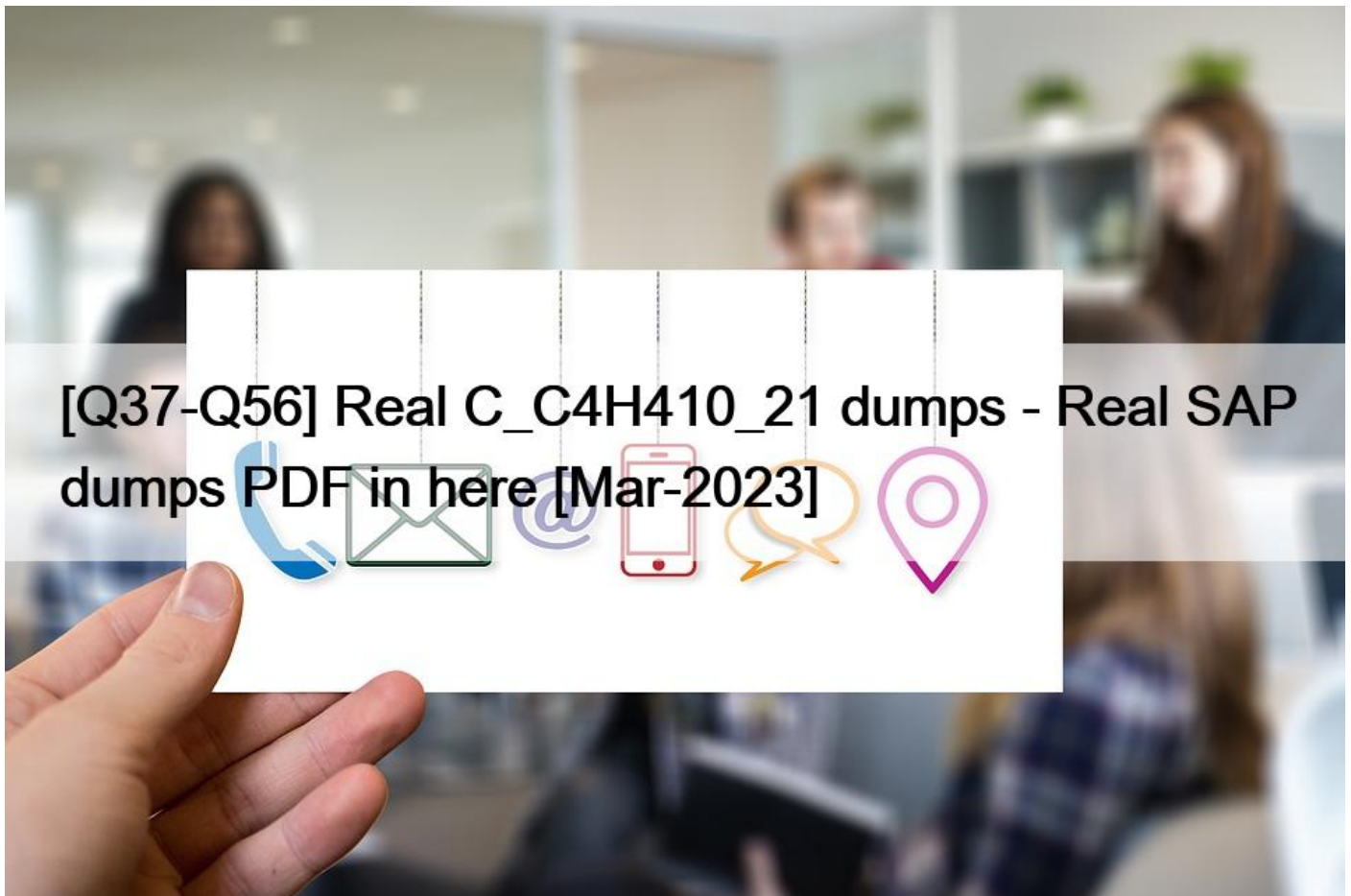

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SAP C_C4H410_21 Certification Exam Topics:

Topic AreasTopic Details, Courses, Books**Territory Management < 8%**Set up territory hierarchy and configure rules for territory determination.   C4H440 (SAP CLOUD FOR CUSTOMER 2111)   **User Management and Notification Process > 12%**Perform tasks associated with the maintenance of employees, business roles and users, as well as set up data restrictions. Set up a notification process and configure conditions and actions for workflows.   C4H440 (SAP CLOUD FOR CUSTOMER 2111)   **Sales Contracts Quotation and Sales Order Management > 12%**Set up contract as follow-on from preceeding document, create a document flow, gather pricing determination.Set up quotation functions, such as, quotation creation, product recommendations, availability to promise, pricing request and follow-up transactions; set up sales order functions, such as order creation, product recommendations, order status updates and follow-up transactions.   C4H410 (SAP CLOUD FOR CUSTOMER 2111)   **Implementation Basics and Fine Tuning 8% - 12%**Identify tasks to configure and administer SAP Sales Cloud. Identify fine-tuning timeline and dependencies in the context of the overall implementation and the ways to tailor the solution by checking and adjusting the predefined settings to meet the customer's business requirements.   C4H440 (SAP CLOUD FOR CUSTOMER 2111)   C4H410 (SAP CLOUD FOR CUSTOMER 2111)   **Visit Planning and Execution < 8%**Set up activity planning and visit execution with surveys and tasks.   C4H410 (SAP CLOUD FOR CUSTOMER 2111)   **Sales Planning and Forecasting < 8%**Set up sales target plans using various dimensions and create, update and submit forecasts.   C4H410 (SAP CLOUD FOR CUSTOMER 2111)   **Data Migration and**

Integration > 12%Use data migration templates, data workbench, troubleshoot data migration issues and understand mass data maintenance. Describe the SAP pre-packaged integration scenarios and optimal project management practices related to system integration.   C4H440 (SAP CLOUD FOR CUSTOMER 2111)   C4H410 (SAP CLOUD FOR CUSTOMER 2111) **Lead and Opportunity Management 8% - 12%**Set up lead distribution and aging notifications; also set up opportunity functions, such as opportunity creation, buying center and revenue scheduling.   C4H410 (SAP CLOUD FOR CUSTOMER 2111) **Personalization and Extensibility < 8%**Identify how to use personalization and extensibility, including mashups and custom business objects. C4H440 (SAP CLOUD FOR CUSTOMER 2111)

C_C4H410_21 Exam Certification Details:

Level:AssociateExam:80 questionsCut Score:63%

Q37. You want to launch the SAP ERP customer cockpit from an SAP Sales Cloud account to view transactions in SAP ERR Which of the following integration approaches support this requirement?

* REST A2X service
* SAPUI5 widget
* SOAP A2X service
* Mashup

Q38. What options are available to upload data to a cloud data source? Note: There are 2 correct Answers to this question.

* CSV file
* Broadcast reports
* Mashup
* Web service

Q39. You integrated Microsoft Outlook with SAP Sales Cloud. Which of the following activities can you perform after the integration? Note: There are 2 correct Answers to this question.

* Synchronize leads.
* Synchronize tasks.
* Synchronize quotes.
* Synchronize contacts.

Q40. Based on which organizational elements can you define the distribution chain information in the product master? Note: There are 2 correct Answers to this question.

* Distribution channel
* Plant
* Sales organization
* Sales unit

Q41. Which of the following activity types can you assign in the sales assistant within fine-tuning in SAP Sales Cloud? Note: There are 3 correct Answers to this question.

* Phone call
* E-mail
* Quotation
* Visit
* Task

Q42. Which of the following activities can you perform with the SAP add-in for Microsoft Excel? There are 2 correct answers to this question.
* Insert SAP Cloud for Customer reports into Microsoft Excel spreadsheet
* Upload Microsoft Excel workbooks to SAP Cloud for Customer
* Share SAP Cloud for Customer report data using Object Linking and Embedding (OLE)
* Publish Microsoft Excel workbooks to Microsoft Sharepoint from SAP Cloud for Customer

Q43. You need to apply complex changes to an SAP Sales Cloud system after go live. Which option does SAP recommend for implementing these changes?
* Restore projects
* Transport projects
* Change projects
* Copy projects

Q44. 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.

Q45. Which of the following actions can you perform with the Adaptation function? Note: There are 2 correct Answers to this question.
* Create an extension field and define its properties.
* Create code list restrictions.
* Assign a page layout to achieve dynamic user interfaces.
* Create workflow rules.

Q46. For which of the following business objects is external pricing supported? Note: There are 2 correct answers to this question.
* Orders
* Activities
* Quotes
* Leads

Q47. What is the first step that an administrator would take to enable the integration of SAP Sales Cloud with SAP S/4HANA?
* 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.
* Define settings in the Business Configuration work center.

Q48. Which sales planning dimensions can you use to define a sales target plan? Note: There are 2 correct answers to this question.
* Product list
* Employee
* Account team
* Sales unit

Q49. 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.

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

Q50. You need to enable offline pricing for an SAP Sales Cloud standalone solution. What do you need to replicate?
* Access sequence specific to a sales office
* Customer price conditions specific to a sales office
* Condition table specific to a sales office
* Billing information specific to a sales office

Q51. Which of the following initial tasks are required to configure SAP Hybros Cloud for Customer? There are 2 correct answers to this question.
* Define the organizational structure
* Define the business roles
* Set up scoping and fine tuning
* Define the territory structure

Q52. Which assignment options are available when creating a new base price list? Note: There are 2 correct Answers to this question.
* Scales
* Discounts
* Validity
* Sales team

Q53. Which of the following are characteristics of change projects? Note: There are 3 correct Answers to this question.
* Change projects can only be created in test systems.
* When change projects are created, a copy of the live project is created.
* Only one active change project can exist in the system at a time.
* Change projects can be created in production systems.
* Multiple change projects can exist at the same time.

Q54. Your customer defines a person who is responsible for checking every SAP Hybris Cloud for Customer upgrade. Upgrade notification need to be send via e-mail to this person. Which of the following steps must you perform in SAP Hybris Cloud for Customer to set this up? Please choose the correct answer.
* Define the contact person in the Service Control Center.
* Define a new service agent.
* Define the contact person in the Administration work center.
* Update the contact details in your organization structure.

Q55. According to SAP practices, which initial tasks are required to configure SAP Sales Cloud? Note: There are 2 correct Answers to this question.
* Test integration points.
* Define the organizational structure.
* Set up scoping and fine-tuning.
* Define business roles.

Q56. Which data is synchronized bi-directionally between SAP Sales Cloud and SAP CRM on premise? Note: There are 2 correct Answers to this question.
* Contacts
* Pricing

* Promotions

* Leads

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