SAP

C_C4H410_04 Exam

Certified Application Associate - SAP Sales Cloud 2011

Questions & Answers
Demo

Version: 4.0

Question: 1

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

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

Answer: B

Explanation:

Question: 2

Which of the following planning dimensions can you use to set up a sales target plan? Note: There are 3 correct Answers to this question.

A. Employee
B. Sales area
C. Territory
D. ABC classification
E. Account

Answer: B, C, E

Explanation:

Question: 3

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

A. Contacts
B. Pricing
C. Promotions
D. Leads

Answer: A, B

Explanation:

Question: 4

You need to apply complex changes to an SAP Sales Cloud system after go live. Which option does SAP recommend for implementing these changes?

A. Restore projects
B. Transport projects
C. Change projects
D. Copy projects

Answer: C

Explanation:

Question: 5

Which activities must you perform to enable retrieval of messages from a social media channel? Note: There are 2 correct Answers to this question.

A. Create and schedule a social media import run.
B. Import social media user profiles.
C. Invite accounts to connect.
D. Set up access to your social media account.

Answer: A, D

Explanation: