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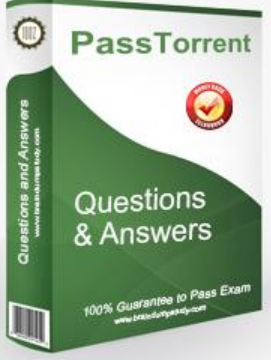
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Exam : **C_C4H410_21**

Title : Certified Application Associate
- SAP Sales Cloud 2111

Vendor : SAP

Version : DEMO

NO.1 Which of the following activities do you perform when you create an interactive dashboard?

Note: There are 3 correct Answers to this question.

- A. Identify new key figures for dashboard analysis.
- B. Select report variants.
- C. Define access by business role.
- D. Define chart interaction.
- E. Assign the dashboard to a sales organization.

Answer: B,C,D

NO.2 How do you do mass upload routing rules for visits? Note; There are 2 correct Answers to this question.

- A. Use an OData service.
- B. Upload an Excel file manually.
- C. Use asynchronous Web services.
- D. Use scoping.

Answer: A,B

NO.3 What is a workflow rule used for? There are 2 correct answers to this question.

- A. To set up automatic e-mail notifications
- B. To define and activate rules for automatic field updates
- C. To define and activate an approval process
- D. To set up the organizational work distribution

Answer: B,C

NO.4 Which views can you use to see the visit planner screen? Note: There are 2 correct Answers to this question.

- A. Tile view
- B. Map view
- C. Timeline view
- D. Table view

Answer: B,D

NO.5 What is the parameter on which sales team determination is based?

- A. Territory
- B. Follow-up opportunity
- C. Party role
- D. Primary contact person

Answer: C

NO.6 Which of the following are social channels that can be utilized in SAP Sales Cloud? Note: There are 3 correct Answers to this question.

- A. Instagram
- B. YouTube

- C. TikTok
- D. WeChat
- E. LinkedIn

Answer: A,B,D

NO.7 Based on which opportunity attributes can you create a sales forecast? There are 2 correct answers to this question.

- A. Total Contract Value
- B. Expected Revenue
- C. Negotiated Value
- D. Weighted Revenue

Answer: B,C

NO.8 How can you set the lead qualification levels in SAP Sales Cloud? Note: There are 2 correct Answers to this question.

- A. Manually maintained
- B. Based on product lists
- C. Based on surveys
- D. Based on lead status

Answer: A,D

NO.9 You integrated Microsoft Outlook with SAP Hybris Cloud for Customer. Which of the following activities can you perform after the integration? There are 2 correct answers to this question.

- A. Create opportunities
- B. Synchronize and exchange appointments
- C. Synchronize and exchange leads
- D. Create and access contacts

Answer: B,D

NO.10 Which of the following business objects can be used in a default approval process? Note: There are 2 correct Answers to this question.

- A. Sales quote
- B. Visit
- C. Ticket
- D. Appointment

Answer: C,D