

SAP

C_C4H410_04

SAP Certified Application Associate - SAP Sales Cloud 2011



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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

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

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

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

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

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