Latest Version: 6.0

Question: 1

Which of the following can you do with extension fields? Note: There are 2 correct answers to this question

A. Change the field to be read-only in personalization
B. Add the field to the access sequence price lists
C. Add the field to a sales planning dimension
D. Create a field for a particular business context

Answer: A, B

Question: 2

Which of the following are features of data migration templates? Note: There are 2 correct answers to this question.

A. You can create as well as update records using templates
B. You can use downloaded templates from SAP S/4HANA
C. You can modify standard templates as per your business need.
D. You can use templates for standard and custom business objects

Answer: B, D

Question: 3

You would like the sales representatives to only view details for accounts in their own territory. Which feature would you use to achieve this?

A. Access restrictions
B. Access context
C. Business users
D. Business roles

Answer: A

Question: 4

Which actions can you perform to control a user's authorizations? Note: There are 2 correct answers to this question

A. Assign work centers
B. Assign the user to a territory.
C. Modify settings in the Access Restrictions tab.
D. Maintain attribute sets.

Answer: A, C

Question: 5

Which actions can you perform in SAP Sales Cloud once a sales order has been replicated to SAP S/4HANA? Note: There are 3 correct answers to this question.

A. Simulate external pricing
B. Change the price of products even if the billing is in process
C. Change the quantity of delivered products
D. Simulate credit check
E. Add new products.

Answer: A, D, E

Question: 6

Which characteristics apply to the Customer Factsheet? Note: There are 2 correct answers to this question

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

Question: 7

When you generate an account summary, what type of information is displayed? Note: There are 3 correct answers to this question

A. YTD revenue
B. Relationships
C. Campaigns
D. Account team
E. Billing status

Answer: B, C, D

Question: 8

A report uses real-time data in SAP BusinessObjects BI. You want to use this report in SAP Sales Cloud, with minimum effort spent. What would you use to achieve this?

A. URL mashup
B. HTML mashup
C. Custom forms
D. Custom Object Builder

Answer: B

Question: 9

What are some SAP recommended guiding principles to achieve clean core operations? Note: There are 3 correct answers to this question

A. Establish release management
B. Establish an organizational structure, technical foundation, and transformation methodology for clean core.
C. Establish regular housekeeping tasks and procedures

D. Define roles and responsibilities as part of a process transformation office
E. Integrate clean core practices in the end-to-end value process chain

Answer: A, B, E

Question: 10

Which assignment options are available when creating a new base price list? Note: There are 2 correct answers to this question

A. Discounts
B. Sales team
C. Validity
D. Scales

Answer: A, D