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Exam : **C_C4H410_04**

Title : SAP Certified Application
Associate - SAP Sales Cloud
2011

Vendor : SAP

Version : DEMO

NO.1 You have enabled offline pricing for SAP Sales Cloud. What price entry field is available for order item entry in the SAP Sales Cloud mobile app?

- A. Estimated Price
- B. Freight Price
- C. Gross Price
- D. Negotiated Price

Answer: A

NO.2 What happens to a sales quote when a follow-on contract-item is created?

- A. The sales quote status changes to won.
- B. The sales quote is sent for approval.
- C. The sales quote is converted to a sales order.
- D. The sales quote is cancelled.

Answer: C

NO.3 When you generate an account summary, what type of information is displayed? Note: There are 3 correct Answers to this question.

- A. Marketing attributes
- B. YTD revenue
- C. Billing status
- D. Account team
- E. Relationships

Answer: A,D,E

NO.4 What must you do to allow your customer to add product images to sales quote print forms?

- A. Enable adaptation and adjust the sales quote.
- B. Configure the fine-tuning activity.
- C. Upload all images into the library.
- D. Activate the scoping element.

Answer: D

NO.5 Which views can you use to see the visit planner screen? Note: There are 2 correct Answers to this question.

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

Answer: A,C

NO.6 What are some of the steps to create an ERP sales quote from an SAP Sales Cloud opportunity? Note: There are 2 correct Answers to this question.

- A. Maintain the sales phase as Identify opportunity.
- B. Request pricing for the products in the opportunity.

C. Ensure all sales activities are completed in the opportunity.

D. Click on Actions -> Create ERP Quote in the opportunity.

Answer: B,D

NO.7 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.

A. Visit

B. Task

C. Phone call

D. E-mail

E. Quotation

Answer: A,B,C

NO.8 Which of the following attributes within an opportunity can you use to create a forecast? Note: There are 2 correct Answers to this question.

A. Expected revenue

B. Total contract value

C. Weighted revenue

D. Item revenue

Answer: A,C