

# Free Questions for **C\_C4H41\_2405**

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## Question 1

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**Question Type:** MultipleChoice

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Which methods can you use to create a sales quote? Note: There are 2 correct answers to this question

### Options:

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- A- Follow-up from a sales quote
- B- Follow-up from a campaign
- C- Follow-up from an opportunity
- D- Follow-up from a lead

### Answer:

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A, C

## Question 2

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**Question Type:** MultipleChoice

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For which of the following business requirements would you use the Personalization feature? Note: There are 2 correct answers to this question

**Options:**

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- A-** A sales manager wants different screen layouts assigned to two different business roles
- B-** A service manager wants to arrange his ticket queue with Assigned To as the first column
- C-** An administrator wants to change a standard field label to a new value.
- D-** A sales representative wants to modify the screen layout.

**Answer:**

---

C, D

## Question 3

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**Question Type:** MultipleChoice

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As an administrator, you have been tasked with creating a new home screen for sales representatives. Which activities should you perform?

Note: There are 3 correct answers to this question

### Options:

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- A- Identify KPIs relevant for sales representatives
- B- Assign the home page to sales representative business roles
- C- Identify dashboards relevant for sales representatives
- D- Assign the pattern of card placement on the home page
- E- Assign the home page to all users

### Answer:

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A, B, D

## Question 4

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### Question Type: MultipleChoice

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You need to perform data migration in SAP Sales Cloud. In which scenarios would you opt for tool-based migration instead of manual migration? Note: There are 2 correct answers to this question.

**Options:**

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- A- When you are working with unstructured data
- B- When there is NO migration template available for a specific object
- C- When you need to perform multiple data loads to different systems
- D- When you need to migrate data over a weekend

**Answer:**

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C, D

## Question 5

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**Question Type: MultipleChoice**

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As an administrator, which of the following objects can you design in the Business Analytics work center in SAP Sales Cloud? Note:  
There are 2 correct answers to this question.

**Options:**

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- A- Usage statistics

**B-** Home pages

**C-** Key figures

**D-** Broadcasts

**Answer:**

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B, C

## Question 6

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**Question Type:** MultipleChoice

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You want to set up the system to send an e-mail notification every time a contact person is added to an account. Which feature do you use?

**Options:**

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**A-** Workflow rules

**B-** Web services

**C-** Feeds

**D-** Notifications

**Answer:**

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A

## Question 7

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**Question Type:** MultipleChoice

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Which of the following are characteristics of free goods usage in SAP Sales Cloud? Note: There are 3 correct answers to this question.

**Options:**

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- A-** Inclusive determinations are allowed
- B-** Items are read-only in the sales document
- C-** Items are editable in the sales document
- D-** Exclusive determinations are allowed
- E-** Free goods determination is triggered by credit check.

**Answer:**

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A, B, D

## Question 8

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**Question Type:** MultipleChoice

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You are configuring SAP Sales Cloud pricing for sales agents who use a mobile app. You have been informed that often, these agents do NOT have internet access when they are in the field. Which pricing data can sales agents use on the sales order?

**Options:**

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- A- Gross price
- B- External price
- C- Negotiated price
- D- Estimated price

**Answer:**

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D



## Question 9

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**Question Type:** MultipleChoice

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Which of the following elements can you define during fine-tuning? Note: There are 2 correct answers to this question.

### Options:

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- A- Account hierarchies
- B- Sales territories
- C- Sales Assistant
- D- Workflow rules

### Answer:

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B, C

## Question 10

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**Question Type:** MultipleChoice

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What is the difference between a business user and an employee? Note: There are 2 correct answers to this question.

**Options:**

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- A- Business users can be assigned directly to the organizational structure.
- B- Employees can be assigned access rights and business roles
- C- Employees can be created using a data migration template
- D- Employees can be assigned to a sales team for an account

**Answer:**

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A, B

## Question 11

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**Question Type: MultipleChoice**

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Where is sales forecasting performed?

**Options:**

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A- Sales Campaign work center

B- Employees work center

C- Administration work center

D- Sales work center

**Answer:**

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D

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