Free Questions for C_C4H41_2405

Shared by Poole on 04-10-2024

For More Free Questions and Preparation Resources

Check the Links on Last Page

Question 1

Question Type: MultipleChoice

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

Options:

- 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:

A, C

Question 2

Question Type: MultipleChoice

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

Options:

- 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

Question Type: MultipleChoice

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

Note: There are 3 correct answers to this question

Options:

- 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:

A, B, D

Question 4

Question Type: MultipleChoice

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:

- 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:

C, D

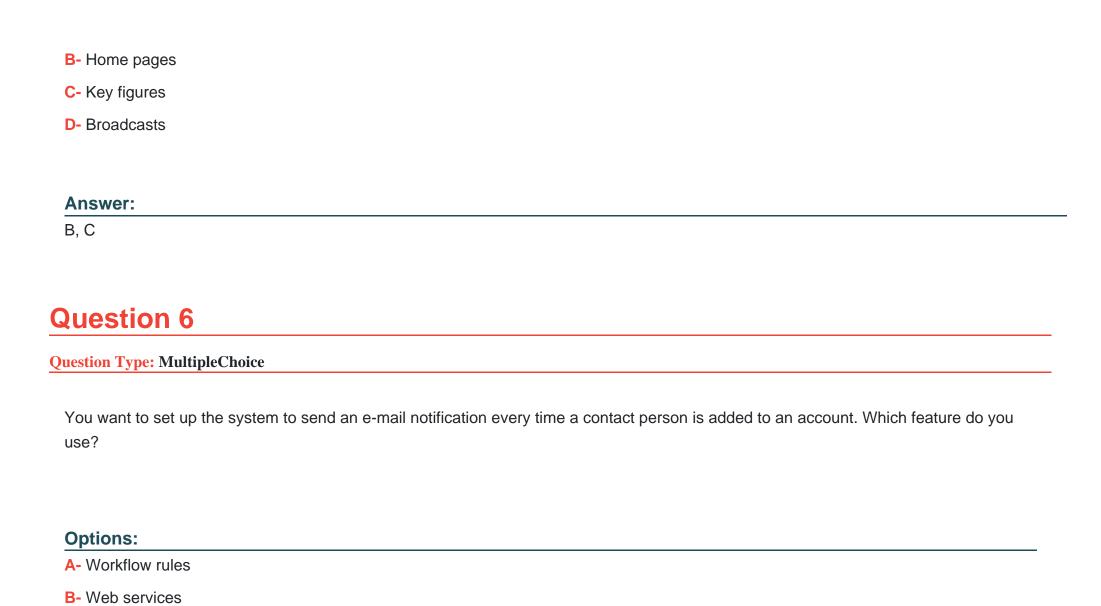
Question 5

Question Type: MultipleChoice

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:

A- Usage statistics



C- Feeds

D- Notifications

Answer:

Α

Question 7

Question Type: MultipleChoice

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

Options:

- 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.



A, B, D

Question 8

Question Type: MultipleChoice

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:

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

Answer:

D

Question 9

Question Type: MultipleChoice

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

Options:

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

Answer:

B, C

Question 10

Question Type: MultipleChoice

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

Options:

- 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:

A, B

Question 11

Question Type: MultipleChoice

Where is sales forecasting performed?

Options:

- A- Sales Campaign work center
- B- Employees work center
- **C-** Administration work center
- D- Sales work center

Answer:

D

To Get Premium Files for C_C4H41_2405 Visit

https://www.p2pexams.com/products/c_c4h41_2405

For More Free Questions Visit

https://www.p2pexams.com/sap/pdf/c-c4h41-2405

