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Question 1

Question Type: MultipleChoice

Which of the following planning dimensions can you use to set up a sales target plan? Note: There are 2 correct answers to this question.

Options:

- A- Sales unit
- B- ABC classification
- C- Sales area
- D- Product

Answer:

A, D

Question 2

Question Type: MultipleChoice

Which of the following actions can you perform with the Adaptation function? Note: There are 2 correct answers to this question

Options:

- A- Create workflow rules
- B- Assign a page layout to achieve dynamic user interfaces.
- C- Create code list restrictions
- D- Create an extension field and define its properties

Answer:

B, D

Question 3

Question Type: MultipleChoice

How can you create a business user in SAP Sales Cloud? Note: There are 2 correct answers to this question.

Options:

- A- Replicate accounts from SAP CRM.
- B- Manually create an employee
- C- Change the fine-tuning activity
- D- Import using a migration template

Answer:

B, D

Question 4

Question Type: MultipleChoice

Your customer assigns a person responsible for checking every SAP Sales Cloud upgrade. Upgrade notifications need to be sent via e-mail to this person. Which of the following steps do you perform in SAP Sales Cloud to configure this? Note: There are 2 correct answers to this question.

Options:

- A-** In the Service Control Center, set the contact type to IT Contact
- B-** In the Service Control Center, create a new contact in the Maintenance Schedule List view
- C-** Assign the contact to a business role with Administrator permissions
- D-** In the Service Control Center, create a new contact in the Contact Details view

Answer:

A, B

Question 5

Question Type: MultipleChoice

What type of mashup can you create in order to display and merge information from SAP Sales Cloud with an external Web service?

Options:

- A-** HTML
- B-** Data
- C-** Custom

D- URL

Answer:

B

Question 6

Question Type: MultipleChoice

What can you use to map the complex organizational structure of a large account in SAP Sales Cloud?

Options:

A- Territory hierarchy

B- Organizational structure

C- Account hierarchy

D- 360 overview

Answer:

C

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