



**Free Questions for C\_C4H410\_21 by certscare**

**Shared by Franklin on 24-05-2024**

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## Question 1

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**Question Type:** MultipleChoice

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What authorization element is used to restrict users' access at the work center level?

### Options:

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- A- Access context
- B- Access rights
- C- Organizational structure
- D- Field restrictions

### Answer:

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A

## 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:**

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B, D

## Question 3

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**Question Type: MultipleChoice**

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Which views can you use to see the visit planner screen? Note: There are 2 correct Answers to this question.

**Options:**

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

**Answer:**

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B, D

## Question 4

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**Question Type:** MultipleChoice

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What can you do with extension fields? Note: There are 2 correct Answers to this question.

**Options:**

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- A- Add the field to a data source.

- B-** Add the field to a form template.
- C-** Add the field to the access sequence price lists.
- D-** Add the field to a sales planning dimension.

**Answer:**

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A, B

## Question 5

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**Question Type: MultipleChoice**

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You want to standardize the rules of system access for all sales managers in your company in SAP Sales Cloud. Which feature will you use to achieve this?

**Options:**

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- A-** Access context
- B-** Access restrictions
- C-** Business roles

**D-** Business users

**Answer:**

---

C

## Question 6

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**Question Type: MultipleChoice**

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When managing the system lifecycle of active tenants in the Service Control Center, what options does an administrator have? Note: There are 2 correct Answers to this question.

**Options:**

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**A-** Accept termination.

**B-** Copy solution profile.

**C-** Terminate restore point.

**D-** Cancel transport route.

**Answer:**

---

B, C

## Question 7

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**Question Type:** MultipleChoice

---

What is the parameter on which sales team determination is based?

**Options:**

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**A-** Primary contact person

**B-** Party role

**C-** Follow-up opportunity

**D-** Territory

**Answer:**

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B

## Question 8

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**Question Type:** MultipleChoice

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What is returned when you execute Request External Pricing in the sales quote? Note: There are 3 correct Answers to this question.

### Options:

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- A- Sales order
- B- Availability to promise
- C- Bill of materials
- D- Configurable products
- E- Credit check

### Answer:

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B, C, E

## Question 9

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**Question Type:** MultipleChoice

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What account attributes can be used to define rules and calculate territory assignment on an account? Note: There are 2 correct Answers to this question.

**Options:**

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**A-** ABC Classification

**B-** ERP Sales Area

**C-** Competitors

**D-** Product

**Answer:**

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A, B

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