

Free Questions for C_C4H410_21 by certscare

Shared by Franklin on 24-05-2024

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Question 1

Question Type: MultipleChoice

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

Options:

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

Answer:

Α

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:

B, D

Question 3

Question Type: MultipleChoice

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

Options:	
A- Tile view	
B- Table view	
C- Timeline view	
D- Map view	
Answer:	
B, D	
Question 4	
Question Type: MultipleChoice	
What can you do with extension fields? Note: There are 2 correct Anguero to this guestion	
What can you do with extension fields? Note: There are 2 correct Answers to this question.	
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what can you do with extension helds? Note: There are 2 correct Answers to this question.	
Options:	
Options:	

- **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:

A, B

Question 5

Question Type: MultipleChoice

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:

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

Answer:			
С			

Question 6

D- Business users

Question Type: MultipleChoice

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:

- A- Accept termination.
- **B-** Copy solution profile.
- **C-** Terminate restore point.
- **D-** Cancel transport route.

B, C			
Question 7			
uestion Type: MultipleC	oice		
What is the parameter of	n which sales team determination	n is based?	
Options:			
options.			
A- Primary contact pers	n		
	n		
A- Primary contact pers			
A- Primary contact pers B- Party role			
A- Primary contact persB- Party roleC- Follow-up opportunit			

Question 8

Question Type: MultipleChoice

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

Options:

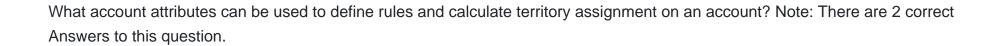
- A- Sales order
- B- Availability to promise
- C- Bill of materials
- **D-** Configurable products
- E- Credit check

Answer:

B, C, E

Question 9

Question Type: MultipleChoice



Options:

- A- ABC Classification
- **B-** ERP Sales Area
- **C-** Competitors
- **D-** Product

Answer:

A, B

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