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SAP Certified Application Associate - SAP Sales Cloud 1811

SAP C C4C12 1811

Version Demo

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QUESTION NO: 1

Which of the following configuration options can you use to restrict Lead conversion actions?

- A. Sources
- B. Qualifications
- C. Status
- D. Reasons

ANSWER: B

QUESTION NO: 2

An employee can belong to multiple organization units. Determine whether this statement is true or false.

- A. False
- B. True

ANSWER: A

QUESTION NO: 3

Account 360 information in the Accounts view comes from both SAP ERP and BW systems. Determine whether this statement is true or false.

- A. False
- B. True

ANSWER: B

QUESTION NO: 4

Which object do you use to assign the security policy for your SAP Hybris Cloud for Customer project?

- A. Business Role
- B. Employee
- C. Business User
- D. Organization Unit

ANSWER: C

QUESTION NO: 5

Which of the following actions can you perform using the data workbench tool? (3 correct answers)

- A. Update
- B. Delete
- C. Import
- D. Export
- E. Create

ANSWER: A C D

QUESTION NO: 6

Which of the following results are possible for the external Available-to-Promise (ATP) check in sales quotes? (3 correct answers)

- A. Full delivery on requested date
- B. No confirmation
- C. Late delivery or insufficient quantity
- D. External procurement
- E. Binding confirmation

ANSWER: A B C

QUESTION NO: 7

In the key user tool, which of the following properties are available for fields? Choose the correct answers.

- A. Read only
- B. Mandatory
- C. Invisible
- D. Hidden

ANSWER: A B

QUESTION NO: 8

Your customer defines a person who is responsible for checking every SAP Hybris Cloud for Customer upgrade Upgrade notification need to be send via e-mail to this person.

Which of the following steps must you perform in SAP Hybris Cloud for Customer to set this up?

- A. Define the contact person in the Administration work center
- B. Define a new service agent
- C. Update the contact details in your organization structure
- D. Define the contact person in the Service Control Center

ANSWER: D

QUESTION NO: 9

What can you use to control user privileges in SAP Hybris Cloud for Customer? (3 correct answers)

- A. Page layout
- B. Business Role
- C. Code list restriction
- D. Business configuration
- E. Organizational Structure

ANSWER: A B C

QUESTION NO: 10

Which of the following are features of custom report creation in SAP Hybris Cloud for customer? (3 correct answers)

- A. Direct assignment of a report to a business user is supported
- B. Custom report creation is supported with a guided procedure
- C. Custom reports can be created by all users
- D. Custom calculated key figures are allowed
- E. Variable selection is possible

ANSWER: B D E