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SAP C C4H410 21

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QUESTION NO: 1

Which of the following steps are required when you set up a custom report that you want to make available for end users?
Note: There are 2 correct Answers to this question.

- A. Create a key figure.
- B. Create a KPI.
- C. Choose a data source.
- D. Assign the report to a work center view.

ANSWER: C D

QUESTION NO: 2

For which of the following systems does SAP Sales Cloud provide standard integration content for registered products?

- A. SAP Commerce
- B. SAP Marketing
- C. SAP CRM
- D. SAP ERP

ANSWER: D

QUESTION NO: 3

You need to create a mashup on the account overview that will allow you to open a search engine in a new window. What kind of mashup do you create?

- A. Web service
- B. Data
- C. HTML
- D. URL

ANSWER: D

QUESTION NO: 4

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

- A. Primary contact person
- B. Party role
- C. Follow-up opportunity
- D. Territory

ANSWER: B

QUESTION NO: 5

Your customer wants to implement a multistep approval process for sales quotes based on the account classification. Which of the following steps are mandatory to achieve this? Note: There are 2 correct Answers to this question.

- A. Define a condition in the process.
- B. Enter the direct approvers for each step.
- C. Assign an e-mail template for approval communication.
- D. Create a copy of the default process and maintain the copy.

ANSWER: A D

QUESTION NO: 6

Which of the following are features of custom report creation in SAP Hybris Cloud for customer? There are 3 correct answers to this question.

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

ANSWER: A B D

QUESTION NO: 7

Which of the following business objects can be used in a default approval process? Note: There are 2 correct Answers to this question.

- A. Visit
- B. Sales quote
- C. Ticket
- D. Appointment

ANSWER: C D

QUESTION NO: 8

You would like to create a new product list, based on a required product. Which would be an example of cross-selling?

- A. An additional accessory of the product is proposed.
- B. A product of lower value is proposed for replacement.
- C. An additional product of higher value is proposed.
- D. A product of higher value is proposed for replacement.

ANSWER: A

QUESTION NO: 9

To which of the following are hotfixes applied?

- A. To an individual customer tenant only
- B. To a set of tenants
- C. To production tenants only
- D. To test tenants only

ANSWER: B

QUESTION NO: 10

Which activities must you perform to enable retrieval of messages from a social media channel? Note: There are 2 correct Answers to this question.

- A. Create and schedule a social media import run.
- B. Import social media user profiles.
- C. Invite accounts to connect.

D. Set up access to your social media account.

ANSWER: A D