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Exam : **C_C4H41_2405**

Title : SAP Certified Associate -
Implementation Consultant -
SAP Sales Cloud

Vendor : SAP

Version : DEMO

NO.1 For which of the following options can you apply workflow rules? Note: There are 2 correct answers to this question

- A. Define conditions for the Field Update action
- B. Define and activate custom fields
- C. Define an action response template
- D. Send e-mail notifications.

Answer: A,D

NO.2 What features can you configure when setting up social media interactions in SAP Sales Cloud? Note: There are 2 correct answers to this question.

- A. Set the channel as active or inactive
- B. Set up message export runs
- C. Set an alternate response channel
- D. Set up activities based on social media feeds

Answer: A,C

NO.3 What options are available to upload data to a cloud data source? Note: There are 2 correct answers to this question.

- A. Broadcast reports
- B. Mashup
- C. CSV file
- D. Web service

Answer: C,D

NO.4 Which of the following objects can you configure to be in sync when you integrate SAP Sales Cloud and SAP CRM on premise? Note: There are 2 correct answers to this question.

- A. Leads
- B. Activity plans
- C. Sales quotes
- D. Campaigns

Answer: A,C

NO.5 What can you use to map the complex organizational structure of a large account in SAP Sales Cloud?

- A. Territory hierarchy
- B. Organizational structure
- C. Account hierarchy
- D. 360 overview

Answer: C

NO.6 What is the difference between a business user and an employee? Note: There are 2 correct answers to this question.

- A. Business users can be assigned directly to the organizational structure.

- B. Employees can be assigned access rights and business roles
- C. Employees can be created using a data migration template
- D. Employees can be assigned to a sales team for an account

Answer: A,B

NO.7 Which feature allows you to get a PDF overview of customer data from SAP S/4HANA without the need for a VPN connection?

- A. Customer Factsheet
- B. Customer Cockpit
- C. Buying Center
- D. Account Summary

Answer: A,D

NO.8 During sales order simulation, what are the possible pricing statuses that can be returned?

Note: There are 2 correct answers to this question.

- A. Calculated successfully
- B. Calculation rejected
- C. Calculation simulated
- D. Not calculated

Answer: A,D