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Question 1

Question Type: MultipleChoice

What is the first step that an administrator would take to enable the integration of SAP Sales Cloud with SAP S/4HANA?

Options:

- A- Set up conditions in the Data Protection and Privacy work center.
- B- Define integration fields in the Data Workbench work center.
- C- Define iFlows in the Administrator work center.
- D- Define settings in the Business Configuration work center.

Answer:

D

Question 2

Question Type: MultipleChoice

Which of the following are features of territory determination? Note; There are 2 correct Answers to this question.

Options:

- A- An SAP Sales Cloud user can be assigned to more than one territory.
- B- A realignment run must occur to use the territory override feature.
- C- Business documents can be assigned to more than one territory.
- D- Accounts can be assigned to more than one territory.

Answer:

A, B

Question 3

Question Type: MultipleChoice

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

Options:

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

Answer:

C, D

Question 4

Question Type: MultipleChoice

Which action should you execute to set the pricing status in a sales order to Calculated?

Options:

- A- Trigger simulation on the sales order in a non-integrated environment.

- B-** Trigger simulation on the sales order in an integrated environment.
- C-** Trigger a consistency check in the sales order.
- D-** Trigger Submit for Approval in the sales order.

Answer:

B

Question 5

Question Type: MultipleChoice

You want to launch the SAP ERP customer cockpit from an SAP Sales Cloud account to view transactions in SAP ERP. Which of the following integration approaches support this requirement?

Options:

- A-** REST A2X service
- B-** SAPUI5 widget
- C-** SOAP A2X service

D- Mashup

Answer:

D

Question 6

Question Type: MultipleChoice

Which sales planning dimensions can you use to define a sales target plan? Note: There are 2 correct answers to this question.

Options:

A- Product list

B- Employee

C- Account team

D- Sales unit

Answer:

B, D

Question 7

Question Type: MultipleChoice

Which of the following activities do you perform when you create an interactive dashboard? Note: There are 3 correct Answers to this question.

Options:

- A-** Select report variants.
- B-** Identify new key figures for dashboard analysis.
- C-** Assign the dashboard to a sales organization.
- D-** Define chart interaction.
- E-** Define access by business role.

Answer:

A, D, E

Question 8

Question Type: MultipleChoice

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

Options:

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

Answer:

D

Question 9

Question Type: MultipleChoice

Which of the following fields can you use to restrict lead conversion actions? There are 2 correct Answers to this question.

Options:

A- Status

B- Lead Score

C- Qualification

D- Approval Status

Answer:

A, C

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