Question 1

Question Type: **MultipleChoice**

Which features are available when you create a sales forecast? There are 2 correct answers to this question.

Options:

A- Multi-level categorization

B- Multi-dimensional forecasting

C- Multi-level overrides

D- Multi-dimensional rules

Answer:

B, C

Question 2

Question Type: **MultipleChoice**

You need to configure sales phases during fine tuning but an activity is in read-only mode. What is the reason for this? Please choose the correct answer.

Options:

A- The Fine Tuning activity is NOT open for configuration.

B- The Fine Tuning activity is NOT added to the project.

C- The Corresponding scoping element is NOT activated.

D- The Fine Tuning activity is closed.

Answer:

C

Question 3

Question Type: MultipleChoice

Your customer configured External Pricing with SAP ERP. For which of the following Business Objects is External Pricing supported? There are 2 correct answers to this question.

Options:

A- Sales Leads

B- Sales Activites

C- Sales Quotes

D- Sales Orders

Answer:

C, D

Question 4

Question Type: **MultipleChoice**

How can you give a business user access to a work center view? There are 2 correct answers to this question.

Options:

A- Copy the access rights from a business user who already has access to the work center view

B- Assign the business user to the territory structure

C- Use business scoping to activate the work center containing the view

D- Create a business role that has access to the work center view and assign it to the business user

Answer:

A, C

Question 5

Question Type: **MultipleChoice**

A Bill of Material was triggered from SAP Hybris Cloud for Customer using the Request External Pricing option. Where can the pricing and quantity be edited? Please choose the correct answer.

Options:

A- In the child item only

B- In both the parent item and the child item

C- In the parent item only

D- In the quotation header

C

Question 6

Question Type: **MultipleChoice**

Based on which opportunity attributes can you create a sales forecast? There are 2 correct answers to this question.

Options:

A- Negotiated Value

B- Weighted Revenue

C- Expected Revenue

D- Total Contract Value

Answer:

A, C

Question 7

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? Please choose the correct answer.

Options:

A- Define the contact person in the Service Control Center.

B- Define a new service agent.

C- Define the contact person in the Administration work center.

D- Update the contact details in your organization structure.

Answer:

A