



**Free Questions for  $C_{10}H_{16}O_4$  by go4braindumps**

**Shared by Mayo on 15-04-2024**

**For More Free Questions and Preparation Resources**

**Check the Links on Last Page**

## Question 1

---

**Question Type:** MultipleChoice

---

As a Sales Manager for Best Run Bikes, you now require all of the Sales Representatives to schedule a meeting with the customer while qualifying an Opportunity when the deal size is more than 50,000 USD.

How will you achieve this using Playbook? Note: There are 2 correct answers to this question.

### Options:

---

- A- Configure a rule for Expected Value
- B- Configure a rule for Negotiated Value
- C- Configure an Activity of type Appoint me
- D- Configure a mandatory Activity of type

### Answer:

---

A, C

## Question 2

---

**Question Type: MultipleChoice**

---

You have been asked to configure a new pricing procedure for Opportunities and would like to create a determination rule for using it. Which data can be used when creating a pricing determination rule? Note: There are 3 correct answers to this question.

**Options:**

---

- A- Document Type
- B- Division
- C- Sales Unit
- D- Product
- E- Sales Organization

**Answer:**

---

A, B, E

## Question 3

---

**Question Type: MultipleChoice**

---

As a Sales Manager, you have created multiple Playbooks for Opportunities based on existing Account IDs and Expected Revenue. Where would you find the Playbooks applied for the newly created Opportunity?

**Options:**

---

- A- Progress bar
- B- Timeline
- C- Overview
- D- Planned Activities

**Answer:**

---

C

## Question 4

---

**Question Type: MultipleChoice**

---

You have been asked to enable users working in SAP Sales Cloud Version 2 to access S/4HANA Sales Management. What extension tool would be used to achieve this?

**Options:**

---

- A- Create a Mashup
- B- Apply a Webhook
- C- Apply a Validation Rule
- D- Create an Extension Field

**Answer:**

---

A

## Question 5

---

**Question Type: MultipleChoice**

---

Which of the following parameters are required when configuring a new Mashup? Note: There are 3 correct answers to this question.

**Options:**

---

- A- URL

- B-** Secret Key
- C-** Name
- D-** User ID
- E-** Description

**Answer:**

---

A, C, E

## Question 6

---

**Question Type:** MultipleChoice

---

As an administrator, you are asked to change user interface texts for some standard applications. Which tool would you use to configure the texts?

**Options:**

---

- A-** SAP Build App
- B-** Language Adaptation

C- Branding

D- UI Adaptation

**Answer:**

---

B

## Question 7

---

**Question Type: MultipleChoice**

---

You need to create a new Survey Category for the Sales Team to use in a new Call List. What are the default Survey Categories that are pre-delivered with the SAP Sales Cloud Version 2 tenant?

**Options:**

---

A- Checklist

B- Call Script

C- Promotion

D- Sentiment Score

**Answer:**

---

A, B

## Question 8

---

**Question Type:** MultipleChoice

---

As a Sales Manager, you want to create a Call List for your sales team. Which of the following entities can you add as participant? Note: There are 3 correct answers to this question.

**Options:**

---

**A-** Leads

**B-** Opportunities

**C-** Contacts

**D-** Accounts

**E-** Target Groups

**Answer:**

---

A, C, E



## Question 9

---

**Question Type:** MultipleChoice

---

When running the Lead Scoring Readiness Check, what prerequisites are required to meet the readiness criteria?

### Options:

---

- A- There must be a minimum of 10000 leads in converted status and a minimum of 10000 leads in declined status.
- B- There must be a lead training model that has been trained and in active status.
- C- There must be dynamic and static factors created by the administrator.
- D- There must be a minimum of 1000 leads in converted status and a minimum of 1000 leads in declined status.

### Answer:

---

D

## Question 10

---

**Question Type: MultipleChoice**

---

Which is a valid assignment of pricing components in SAP Sales Cloud Version 2?

**Options:**

---

- A-** A condition type is assigned to a condition table.
- B-** An access sequence is assigned to a condition type.
- C-** A condition table is assigned to a pricing procedure.
- D-** A pricing procedure is assigned to an access sequence.

**Answer:**

---

C

**To Get Premium Files for C\_C4H47I\_34 Visit**

[https://www.p2pexams.com/products/c\\_c4h47i\\_34](https://www.p2pexams.com/products/c_c4h47i_34)

**For More Free Questions Visit**

<https://www.p2pexams.com/sap/pdf/c-c4h47i-34>

