



Free Questions for C_C4H410_21 by vceexamstest

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Question 1

Question Type: MultipleChoice

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.

Options:

- 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 2

Question Type: MultipleChoice

For which of the following business objects is external pricing supported? Note: There are 2 correct answers to this question.

Options:

- A- Orders
- B- Activities
- C- Quotes
- D- Leads

Answer:

A, C

Question 3

Question Type: MultipleChoice

Which of the following actions can you perform with the Adaptation function? Note: There are 2 correct Answers to this question.

Options:

- A- Create an extension field and define its properties.
- B- Create code list restrictions.
- C- Assign a page layout to achieve dynamic user interfaces.
- D- Create workflow rules.

Answer:

A, C

Question 4

Question Type: MultipleChoice

What must you do to allow your customer to add product images to sales quote print forms?

Options:

- A- Activate the scoping element.

- B-** Configure the fine-tuning activity.
- C-** Enable adaptation and adjust the sales quote.
- D-** Upload all images into the library.

Answer:

A

Question 5

Question Type: MultipleChoice

You need to change access to a work center for several users to read-only. Which setting do you use to apply restriction rules?

Options:

- A-** Code list restrictions
- B-** The access context
- C-** A scoping question
- D-** Any field of the business object

Answer:

B

Question 6

Question Type: MultipleChoice

In SAP Sales Cloud, which party roles are provided as standard for an account team? Note: There are 2 correct Answers to this question.

Options:

- A- Account team member
- B- Account contact
- C- Sales manager
- D- Employee responsible - Sales

Answer:

D

Question 7

Question Type: MultipleChoice

What happens during the lead aging notification process? Note: There are 2 correct answers to this question.

Options:

- A- The manager of the sales representative receives the notification.
- B- The sales representative of the lead receives the notification.
- C- A new high-priority notification is triggered after the first notification expires.
- D- By default, the priority for the notification is set to high.

Answer:

A, D

Question 8

Question Type: MultipleChoice

A bill of materials was triggered from SAP Sales Cloud using the Request External Pricing option. Where can the pricing and quantity be edited?

Options:

- A- In the parent item only
- B- In both the parent item and the child item
- C- In the quotation header
- D- In the child item only

Answer:

A

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