

## [UPDATED 2022 Getting C-C4H410-21 Certification Made Easy! [Q28-Q52]



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**[UPDATED 2022 Getting C-C4H410-21 Certification Made Easy! C-C4H410-21 Exam Crack Test Engine Dumps Training With 118 Questions NO.28** You need to create a URL mashup on the Account Overview to open a Google search. Which of the following elements are mandatory to configure the mashup? Please choose the correct answer.

- \* Port Type Package
- \* Port Binding
- \* Description
- \* Category

**NO.29** What can you use to map the complex organizational structure of a large account in SAP Sales Cloud?

- \* Organizational structure
- \* Account hierarchy
- \* 360 overview
- \* Territory hierarchy

**NO.30** Which action triggers the credit limit determination in SAP Hybris Cloud for Customer? Please choose the correct answer.

- \* Request External Pricing
- \* Release to ERP
- \* Initiate Transfer
- \* Calculate Pricing

**NO.31** 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.

- \* The Fine Tuning activity is NOT open for configuration.
- \* The Fine Tuning activity is NOT added to the project.
- \* The Corresponding scoping element is NOT activated.
- \* The Fine Tuning activity is closed.

**NO.32** What is the difference between a business user and an employee? Note: There are 2 correct Answers to this question.

- \* Business users can be created using the data migration template.
- \* Business users can be assigned access rights and business roles.
- \* Business users can be assigned to a sales team in an account.
- \* Employees need to be assigned directly to the organizational structure.

**NO.33** For which of the following business objects is external pricing supported? Note: There are 2 correct answers to this question.

- \* Orders
- \* Activities
- \* Quotes
- \* Leads

**NO.34** 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.

- \* Sales Leads
- \* Sales Activities
- \* Sales Quotes
- \* Sales Orders

**NO.35** Which of the following initial tasks are required to configure SAP Hybris Cloud for Customer? There are 2 correct answers to this question.

- \* Define the organizational structure
- \* Define the business roles
- \* Set up scoping and fine tuning
- \* Define the territory structure

**NO.36** For which of the following reasons would you create a business role? There are 3 correct answers to this question.

- \* You want to set up a service agent for an administrator.
- \* You want to restrict drop-down list values for a specific group of users.
- \* You want to make custom reports available on the home page.
- \* You want to standardize system access.
- \* You want to perform fine-tuning activities.

**NO.37** Which data is synchronized bi-directionally between SAP Hybris Cloud for Customer and SAP CRM on premise? There are 2 correct answers to this question.

- \* Territory Management data
- \* Opportunities
- \* Product master data

\* Account Master Data

**NO.38** To which of the following are hotfixes applied?

- \* To an individual customer tenant only
- \* To a set of tenants
- \* To production tenants only
- \* To test tenants only

**NO.39** You have selected the Override Territory field on the Accounts Overview page. What effect does this have on territory determination?

- \* It excludes the account during the territory realignment run.
- \* It aligns the account territory determination with the territory realignment run.
- \* It excludes accounts with multiple territories from the territory realignment run.
- \* It aligns all accounts marked for territory override with a territory team.

**NO.40** Which of the following settings are required to implement a multistep approval process for opportunities? Note: There are 2 correct Answers to this question.

- \* Activate the approval process in the scoping questions.
- \* Create territories as recipient units for the approval notifications.
- \* Select a rule to determine the approver.
- \* Activate the workflows in the scoping questions.

**NO.41** What account attributes can be used to define rules and calculate territory assignment on an account? Note: There are 2 correct Answers to this question.

- \* ABC Classification
- \* ERP Sales Area
- \* Competitors
- \* Product

**NO.42** Which of the following are features of territory determination? Note; There are 2 correct Answers to this question.

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

**NO.43** When managing the system lifecycle of active tenants in the Service Control Center, what options does an administrator have? Note: There are 2 correct Answers to this question.

- \* Accept termination.
- \* Copy solution profile.
- \* Terminate restore point.
- \* Cancel transport route.

**NO.44** Which activities must you perform to enable retrieval of messages from a social media channel? Note: There are 2 correct Answers to this question.

- \* Create and schedule a social media import run.
- \* Import social media user profiles.
- \* Invite accounts to connect.
- \* Set up access to your social media account.

**NO.45** Which of the following activities can you perform with the SAP add-in for Microsoft Excel? There are 2 correct answers to

this question.

- \* Insert SAP Cloud for Customer reports into Microsoft Excel spreadsheet
- \* Upload Microsoft Excel workbooks to SAP Cloud for Customer
- \* Share SAP Cloud for Customer report data using Object Linking and Embedding (OLE)
- \* Publish Microsoft Excel workbooks to Microsoft Sharepoint from SAP Cloud for Customer

**NO.46** Which action should you execute to set the pricing status in a sales order to Calculated?

- \* Trigger simulation on the sales order in a non-integrated environment.
- \* Trigger simulation on the sales order in an integrated environment.
- \* Trigger a consistency check in the sales order.
- \* Trigger Submit for Approval in the sales order.

**NO.47** Your customer is reorganizing their sales organization. All opportunities need to be updated with the new sales organization units. Which tool do you use to perform this mass update? There are 2 correct answers to this question.

- \* Data Workbench
- \* Data Migration Tool
- \* Jobs Mass Data Run Object (MDRO) Jobs
- \* XML File Input

**NO.48** You want to automate the update of a particular field in an opportunity, based on a set of conditions. Which feature do you use?

- \* Access restrictions
- \* Workflow rules
- \* Notification
- \* Personalization

**NO.49** Which of the following business objects can be generated using the Custom Object Builder? Note: There are 2 correct Answers to this question.

- \* Data sources for reporting
- \* Workflow notifications
- \* Web services
- \* Mashups

**NO.50** What happens to a sales quote when a follow-on contract-item is created?

- \* The sales quote is converted to a sales order.
- \* The sales quote status changes to won.
- \* The sales quote is sent for approval.
- \* The sales quote is cancelled.

**NO.51** According to SAP practices, which initial tasks are required to configure SAP Sales Cloud? Note: There are 2 correct Answers to this question.

- \* Test integration points.
- \* Define the organizational structure.
- \* Set up scoping and fine-tuning.
- \* Define business roles.

**NO.52** For which of the following options can you apply workflow rules? Note: There are 2 correct Answers to this question.

- \* Define and activate custom fields.
- \* Send e-mail notifications.
- \* Define an action response template.

\* Define conditions for the action field update.

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