SAP

C_C4C12_1811 Exam

SAP Certified Application Associate - SAP Sales Cloud 1811 Exam

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Version: 8.0

Question: 1

Which of the following results are possible for the external Available-to-Promise (ATP) check in sales quotes? (3 correct answers)

A. Full delivery on requested date
B. No confirmation
C. Late delivery or insufficient quantity
D. External procurement
E. Binding confirmation

Answer: A, B, C

Question: 2

Where do you need to maintain the sales data flag to define an account team as sales area dependent?

A. Involved parties
B. Party role definition
C. Customer role
D. Party determination

Answer: B

Question: 3

You need to enable offline pricing for an SAP Hybris Cloud for customer system. What do you need to replicate?

A. Sales area specific pricing procedure
B. Sales area specific customer price conditions
C. Territory specific customer pricing conditions
D. Sales area specific customer price lists

Answer: A

Question: 4

Which of the following configuration options can you use to restrict Lead conversion actions?

A. Sources
B. Qualifications
C. Status
D. Reasons

Answer: B

Question: 5

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

A. Select an image option when you print the form
B. Configure the fine tuning activity
C. Add printing as a predefined task in Activity Plans
D. Activate the scoping element

Answer: D

Question: 6

Which dropdown lists in the Product facet can you use to add products to a sales order? (3 correct answers)

A. Past order
B. Promotions
C. Product list
D. Quotes
E. Opportunities

Answer: A, B, C

Question: 7

Which elements in a ticket are uniquely identified using a registered product? (2 correct answers)

A. Service Entitlements
B. Warranty
C. Service Level Agreements
D. Contract

Answer: A, B

Question: 8

Which data is synchronized bi-directionally between SAP Hybris Cloud for Customer and SAP CRM on premise? (2 correct answers)

A. Account Master Data
B. Product master data
C. Opportunities
D. Territory Management data

Answer: A, C

Question: 9

You have enabled offline pricing for SAP Hybris Cloud for Customer What is the only field available for Order Item entry in SAP Hybris Cloud for Customer extended mobile app?

A. Base Price
B. Calculated Price
C. Estimated Price
D. Negotiated Price

Answer: C

Question: 10

What is returned when you execute Request External Pricing in the sales quote? (3 correct answers)

A. Configurable products
B. Credit check
C. Storage location details
D. Availability to promise
E. Bill of Materials

Answer: B, D, E

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