

## SAP.C\_C4C30\_1711.v2019-12-19.q25

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### NEW QUESTION: 1

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? Please choose the correct answer.

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

**Answer: A (LEAVE A REPLY)**

### NEW QUESTION: 2

You integrated Microsoft Outlook with SAP Hybris Cloud for Customer. Which of the following activities can you perform after the integration?

There are 2 correct answers to this question.

- A. Create and access contacts
- B. Synchronize and exchange appointments
- C. Synchronize and exchange leads
- D. Create opportunities

**Answer: (SHOW ANSWER)**

### NEW QUESTION: 3

You need to assign one contact to multiple accounts. How do you create this contact in SAP Hybris Cloud for Customer? Please choose the correct answer.

- A. You create the contact for the first account and add the same contact to the second account.
- B. You create the contact master record only and add it to the account hierarchy.
- C. You merge both accounts and create the contact record for that account.

D. You create different contacts for each account.

**Answer:** ([SHOW ANSWER](#))

**NEW QUESTION: 4**

Based on which organizational elements can you define sales area information in the product master? There are 2 correct answers to this question.

- A. Territory
- B. Sales
- C. Distribution Channel
- D. Sales unit

**Answer:** B,C ([LEAVE A REPLY](#))

**NEW QUESTION: 5**

What options do you have when you create an activity plan? There are 2 correct answers to this question.

- A. Add product feedback.
- B. Create follow-up quotes, orders, and opportunities.
- C. Include tasks with notes and attachments.
- D. Define if tasks are mandatory.

**Answer:** ([SHOW ANSWER](#))

**NEW QUESTION: 6**

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

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

**Answer:** ([SHOW ANSWER](#))

**NEW QUESTION: 7**

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.

- A. The Corresponding scoping element is NOT activated.
- B. The Fine Tuning activity is NOT open for configuration.
- C. The Fine Tuning activity is NOT added to the project.
- D. The Fine Tuning activity is closed.

**Answer:** A ([LEAVE A REPLY](#))

**NEW QUESTION: 8**

You want to launch the SAP ERP Customer Cockpit from a SAP Hybris Cloud for Customer account to view transactions in SAP ERP.

Which of the following integration approaches support this requirement?

Please choose the correct answer.

- A. REST A2X Service
- B. SOAP A2X Service
- C. UI5 Widget
- D. Mashup

**Answer: B (LEAVE A REPLY)**

#### **NEW QUESTION: 9**

Your customer wants their managers to track sales performance. How do you perform the sales target planning? There are 2 correct answers to this question.

- A. Create a sales target plan with unique key combination of sales unit and horizon.
- B. Select the planning dimensions and master data.
- C. Maintain multiple active versions of the sales target plan at the same time.
- D. Maintain multiple currencies in the sales target plan.

**Answer: A,B (LEAVE A REPLY)**

#### **NEW QUESTION: 10**

Which of the following business objects synchronize bi-directionally between Outlook and SAP Hybrid Cloud for Customer? There are 2 correct answers to this question.

- A. Leads
- B. Visits
- C. Accounts
- D. Tasks

**Answer: C,D (LEAVE A REPLY)**

#### **NEW QUESTION: 11**

Where do you need to maintain the sales data flag to define an account team as sales area dependent? Please choose the correct answer.

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

**Answer: C (LEAVE A REPLY)**

#### **NEW QUESTION: 12**

What is the difference between a business user and an employee? There are 2 correct answers to this question.

- A. Business users can be assigned access rights and business roles.

- B. Employees need to be assigned directly to the organizational structure.
- C. Business users can be created using the data migration template.
- D. Employees can be assigned access rights and business roles.

**Answer: A,B (LEAVE A REPLY)**

#### **NEW QUESTION: 13**

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.

- A. Port Type Package
- B. Port binding
- C. Description
- D. Category

**Answer: B (LEAVE A REPLY)**

#### **NEW QUESTION: 14**

How can you distribute the revenue of the opportunity? There are 2 correct answers to this question.

- A. The revenue can be distributed at header level.
- B. The revenue can be distributed between the sales team members.
- C. The revenue can be distributed between the account team members.
- D. The revenue can be distributed on a daily basis.

**Answer: A,B (LEAVE A REPLY)**

#### **NEW QUESTION: 15**

Which elements in a ticket are uniquely identified using a registered product? There are 2 correct answers to this question.

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

**Answer: A,C (LEAVE A REPLY)**

#### **NEW QUESTION: 16**

Which of the following objects can you design as an administrator in the business analytics work center in SAP Hybris Cloud for customer?

There are 3 correct answers to this question.

- A. Mashups
- B. KPIS
- C. Data sources
- D. Key figures

E. Scorecards

Answer: B,D,E ([LEAVE A REPLY](#))

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**NEW QUESTION: 17**

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

There are 3 correct answers to this question.

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

Answer: C,D,E ([LEAVE A REPLY](#))

**NEW QUESTION: 18**

What must you define to enable upsell and downsell product recommendations in sale quotes? Please choose the correct answer.

- A. Product lists
- B. Product hierarchies
- C. Product categories
- D. Product groups

Answer: A ([LEAVE A REPLY](#))

**NEW QUESTION: 19**

A user is assigned to work centers that contain the same view, in the first work center, the user has unrestricted read and write access, in the second work center the user had read only access.

Which access rights does the user get for this view in both work centers? Please choose the correct answer.

- A. Unrestricted read access and restricted write access
- B. Restricted Read and Write access

- C. Restricted read access and unrestricted write access
- D. Unrestricted Read and Write access

**Answer: D (LEAVE A REPLY)**

**NEW QUESTION: 20**

To which of the following are hotfixes applied? Please choose the correct answer.

- A. To a set of tenants
- B. To test tenants only
- C. To production tenants only
- D. To an individual customer tenant only

**Answer: A (LEAVE A REPLY)**

**NEW QUESTION: 21**

What must you maintain to transfer data into SAP Hybris cloud for customer? Please choose the correct answer.

- A. Code List Mapping
- B. Number ranges for business objects
- C. Migration Templates
- D. Mapping ID

**Answer: A (LEAVE A REPLY)**

**NEW QUESTION: 22**

Which of the following granularities can you use to define discount lists in SAP Hybris Cloud for Customer?

There are 2 correct answers to this question.

- A. Customer Specific Product Discount
- B. Customer Specific Sales Organization Discount
- C. Customer Specific Territory Discount
- D. Overall Customer Group Discount

**Answer: A,D (LEAVE A REPLY)**

**NEW QUESTION: 23**

Which of the following actions can you perform using the data workbench tool? There are 3 correct answers to this question.

- A. Delete
- B. Export
- C. Create
- D. Update
- E. Import

**Answer: B,D,E (LEAVE A REPLY)**

**NEW QUESTION: 24**

In which party types are Territory Alignment rules used to realign territories? There are 2 correct answers to this question.

- A. Accounts
- B. Competitors
- C. Employees
- D. Sales units

**Answer: (SHOW ANSWER)**

**NEW QUESTION: 25**

Which of the following objects deliver a default approval process? There are 3 correct answers to this question.

- A. Visit
- B. Opportunity
- C. Appointment
- D. Campaign
- E. Ticket

**Answer: B,D,E (LEAVE A REPLY)**

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