EXAMS 4 SUCCESS

SAP

C_C4H41_2405

Questions & Answers

SAP Certified Associate - Implementation Consultant - SAP Sales Cloud

(Demo Version - Limited Content)

Version: 4.0

https://en.daypo.com/243796.html

Question: 1

What happens to a sales quote when a follow-on contract item is created?

A. The sales quote status changes to won.
B. The sales quote is sent for approval
C. The sales quote is cancelled.
D. The sales quote is converted to a sales order

Answer: D

Question: 2

When you view a product master, which organizational elements represent a distribution chain? Note: There are 2 correct answers to this question

A. Installed base
B. Distribution channel
C. Sales unit
D. Sales organization

Answer: B, D

Question: 3

For which of the following options can you apply workflow rules? Note: There are 2 correct answers to this question

A. Define conditions for the Field Update action
B. Define and activate custom fields
C. Define an action response template
D. Send e-mail notifications.

Answer: A, D

Question: 4

When working with sales plans and forecasts, which of the following can you do when creating new versions? Note There are 2 correct answers to this question.

A. You can use many active versions simultaneously
B. You can only use new plan versions to simulate scenarios.
C. You can only have one active version at a given time
D. You can only view reports once plan versions are released

Answer: B, C

Question: 5

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.

A. Terminate restore point
B. Accept termination
C. Cancel transport route
D. Copy solution profile

Answer: A, D

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