



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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