

# SAP

## C\_C4H410\_04 Exam

### Certified Application Associate - SAP Sales Cloud 2011



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# Version: 4.0

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**Question: 1**

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You need to enable offline pricing for an SAP Sales Cloud standalone solution. What do you need to replicate?

- A. Access sequence specific to a sales office
- B. Customer price conditions specific to a sales office
- C. Condition table specific to a sales office
- D. Billing information specific to a sales office

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**Answer: B**

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Explanation:

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**Question: 2**

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Which of the following planning dimensions can you use to set up a sales target plan? Note: There are 3 correct Answers to this question.

- A. Employee
- B. Sales area
- C. Territory
- D. ABC classification
- E. Account

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**Answer: B, C, E**

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Explanation:

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**Question: 3**

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Which data is synchronized bi-directionally between SAP Sales Cloud and SAP CRM on premise? Note: There are 2 correct Answers to this question.

- A. Contacts
- B. Pricing
- C. Promotions
- D. Leads

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**Answer: A, B**

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Explanation:

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**Question: 4**

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You need to apply complex changes to an SAP Sales Cloud system after go live. Which option does SAP recommend for implementing these changes?

- A. Restore projects
- B. Transport projects
- C. Change projects
- D. Copy projects

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**Answer: C**

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Explanation:

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**Question: 5**

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Which activities must you perform to enable retrieval of messages from a social media channel?

Note: There are 2 correct Answers to this question.

- A. Create and schedule a social media import run.
- B. Import social media user profiles.
- C. Invite accounts to connect.
- D. Set up access to your social media account.

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**Answer: A, D**

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Explanation:

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