

## [Q19-Q43] C\_C4H41\_2405 Dumps Free Test Engine Player Verified Updated [Jan 12, 2025]



### **C\_C4H41\_2405 Dumps Free Test Engine Player Verified Updated [Jan 12, 2025 Q&As with Explanations Verified & Correct Answers**

#### SAP C\_C4H41\_2405 Exam Syllabus Topics:

TopicDetailsTopic 1- Territory Management: This portion of the exam evaluates the expertise of consultants in configuring territory hierarchies and establishing rules for territory determination within the SAP Sales Cloud.Topic 2- User Management and Notification Process: This section evaluates the competencies of professionals such as SAP administrators. It involves managing employees, business roles, and user access, along with implementing data restrictions.Topic 3- Lead and Opportunity Management: Professionals in sales operations roles are assessed on setting up lead distribution and configuring notifications for lead aging. This section also covers the management of opportunity functions, including creating opportunities, revenue scheduling, and organizing the buying center.Topic 4- Master Data (Account, Contact, Product, and Pricing): The exam covers defining and configuring master data elements such as account groups, product information, and pricing setups. Professionals like data managers need to demonstrate their skills in triggering pricing in sales documents and managing both account and contact data.Topic 5- Sales Contracts Quotation and Sales Order Management: In this part, candidates are assessed on their ability to manage sales contracts and quotations. This is particularly aimed at solution architects and sales managers who are responsible for handling contract follow-ups, document workflows, pricing determinations, and establishing sales order functions.Topic 6- Personalization and Extensibility: This section assesses SAP

consultants on how to employ personalization and extensibility features, including mashups and custom business objects, to customize the solution in line with business needs. Topic 7- Reporting: Professionals such as SAP Sales Cloud users are tested on their ability to utilize reporting tools. The exam examines the use of MS Excel in conjunction with SAP Sales Cloud reports, as well as identifying the key elements of custom reports and interactive dashboards. Topic 8- Visit Planning and Execution: Candidates are evaluated on their ability to plan activities and execute visits effectively. This includes using tools such as surveys and task management to optimize the visit experience within the SAP Sales Cloud platform. Topic 9- Data Migration and Integration: This section focuses on professionals working in system integration and data management, testing their capability to use data migration templates, troubleshoot migration challenges, and perform mass data maintenance. Candidates are expected to be familiar with SAP's pre-packaged integration scenarios and best practices for managing system integrations in projects. Topic 10- Managing Clean Core: This portion of the exam measures how well consultants apply clean core principles, which maximize business process flexibility while minimizing adaptation efforts. It emphasizes the importance of adhering to clean core standards to enhance innovation and efficiency in ERP management. Topic 11- Sales Planning and Forecasting: The exam tests consultants on their ability to set up and manage sales target plans and update forecasts. This includes creating, adjusting, and submitting forecasts, a crucial aspect of sales planning within SAP Sales Cloud.

**Q19.** Which options do you have when you create an activity plan? Note: There are 2 correct answers to this question.

- \* Define whether tasks are mandatory
- \* Define workflow rules for the activity plan.
- \* Define the validity of the activity plan.
- \* Define route planning for visit execution

**Q20.** Which of the following attributes within an opportunity can you use to create a forecast? Note: There are 2 correct answers to this question.

- \* Total contract value
- \* Item revenue
- \* Expected revenue
- \* Weighted revenue

**Q21.** Your customer assigns a person responsible for checking every SAP Sales Cloud upgrade. Upgrade notifications need to be sent via e-mail to this person. Which of the following steps do you perform in SAP Sales Cloud to configure this? Note: There are 2 correct answers to this question.

- \* In the Service Control Center, set the contact type to IT Contact
- \* In the Service Control Center, create a new contact in the Maintenance Schedule List view
- \* Assign the contact to a business role with Administrator permissions
- \* In the Service Control Center, create a new contact in the Contact Details view

**Q22.** You have selected the Override Territory field on the Accounts Overview page. What effect does this have on territory determination?

- \* It excludes accounts with multiple territories from the territory realignment run
- \* It aligns all accounts marked for territory override with a territory team
- \* excludes the account during the territory realignment run
- \* It aligns the account territory determination with the territory realignment run.

**Q23.** Which of the following objects can be enabled automatically during the Approval Process in SAP Sales Cloud? Note: There are 3 correct answers to this question.

- \* Appointments
- \* Leads

- \* Sales Quotes
- \* Opportunities
- \* Tasks

**Q24.** What process steps are required when defining a new workflow rule? Note: There are 3 correct answers to this question

- \* Define action.
- \* Select timing.
- \* Select one business object
- \* Define approvers
- \* Select up to three business objects

**Q25.** How can you create a business user in SAP Sales Cloud? Note: There are 2 correct answers to this question.

- \* Replicate accounts from SAP CRM.
- \* Manually create an employee
- \* Change the fine-tuning activity
- \* Import using a migration template

**Q26.** Which assignment options are available when creating a new base price list? Note: There are 2 correct answers to this question

- \* Discounts
- \* Sales team
- \* Validity
- \* Scales

**Q27.** Which activities can you perform when you create a new territory hierarchy? Note: There are 2 correct answers to this question.

- \* Assign business documents to a territory
- \* Upload a territory team
- \* Assign multiple owners to a territory
- \* Assign an employee responsible for a territory

**Q28.** Which of the following are characteristics of free goods usage in SAP Sales Cloud? Note: There are 3 correct answers to this question.

- \* Inclusive determinations are allowed
- \* Items are read-only in the sales document
- \* Items are editable in the sales document
- \* Exclusive determinations are allowed
- \* Free goods determination is triggered by credit check.

**Q29.** Which of the following API types does SAP recommend to use to achieve clean core integrations? Note: There are 2 correct answers to this Question.

- \* Data
- \* IDoc
- \* RFC
- \* SOAP

**Q30.** Where can you activate buying center relationships in SAP Sales Cloud?

- \* Scoping
- \* Extensibility
- \* Personalization
- \* Fine-tuning

**Q31.** What steps should you perform to use the Data Workbench? Note: There are 3 correct answers to this question

- \* Download the relevant import template
- \* Provide source to destination field mapping
- \* Purchase additional licenses for the Data Workbench
- \* Configure the Migration Workbench
- \* Provide import data in CSV format

**Q32.** In sales quote, which fields can be populated when you request external pricing from SAP S/4HANA? Note: There are 3 correct answers to this question

- \* Recommended Products
- \* Bill of Materials
- \* Price List
- \* Available to Promise (ATP)
- \* Credit Check

**Q33.** Which of the following are features of the clean core dashboard? Note: There are 2 correct answers to this question

- \* Customers can grant access to the dashboard to partners
- \* Customers can use the dashboard in the dev, test, and production tenants
- \* It can be used in all SAP S/4HANA Cloud editions
- \* It can be accessed by using SAP For Me

**Q34.** How do you mass upload routing rules for visits? Note: There are 2 correct answers to this question.

- \* Use asynchronous Web services
- \* Use an OData service
- \* Use scoping.
- \* Upload an Excel file manually.

**Q35.** What does the Inside View feature in leads do?

- \* Provides real-time insights from social media about prospective customers
- \* Provides information on feeds of your competitor accounts
- \* Provides real-time insights about lead performance
- \* Provides a detailed inside look at the products in leads

**Q36.** Which of the following can you use to explore released APIs?

- \* SAP Application Interface Framework
- \* SAP Business Accelerator Hub
- \* SAP Integration Suite

**Q37.** You need to migrate data from an external system to SAP Sales Cloud.

Which activities must you perform when using the Data Workbench for the initial load?

Note: There are 2 correct answers to this question.

- \* Align data fields with input fields
- \* Activate the data migration functionality in scoping
- \* Import data from the template file
- \* Request a new test tenant

**Q38.** What is the difference between a business user and an employee? Note: There are 2 correct answers to this question.

- \* Business users can be assigned directly to the organizational structure.
- \* Employees can be assigned access rights and business roles
- \* Employees can be created using a data migration template
- \* Employees can be assigned to a sales team for an account

**Q39.** What happens to a sales quote when a follow-on contract item is created?

- \* The sales quote status changes to won.
- \* The sales quote is sent for approval
- \* The sales quote is cancelled.
- \* The sales quote is converted to a sales order

**Q40.** What scenarios can you use for scheduling broadcast reports? Note: There are 2 correct answers to this question.

- \* Ad-hoc
- \* Workflow
- \* Feeds
- \* Periodic

**Q41.** Which actions can you perform in SAP Sales Cloud once a sales order has been replicated to SAP S/4HANA? Note: There are 3 correct answers to this question.

- \* Simulate external pricing
- \* Change the price of products even if the billing is in process
- \* Change the quantity of delivered products
- \* Simulate credit check
- \* Add new products.

**Q42.** When you view a product master, which organizational elements represent a distribution chain? Note: There are 2 correct answers to this question

- \* Installed base
- \* Distribution channel
- \* Sales unit
- \* Sales organization

**Q43.** Which feature allows you to get a PDF overview of customer data from SAP S/4HANA without the need for a VPN connection?

- \* Customer Factsheet
- \* Customer Cockpit
- \* Buying Center
- \* Account Summary

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