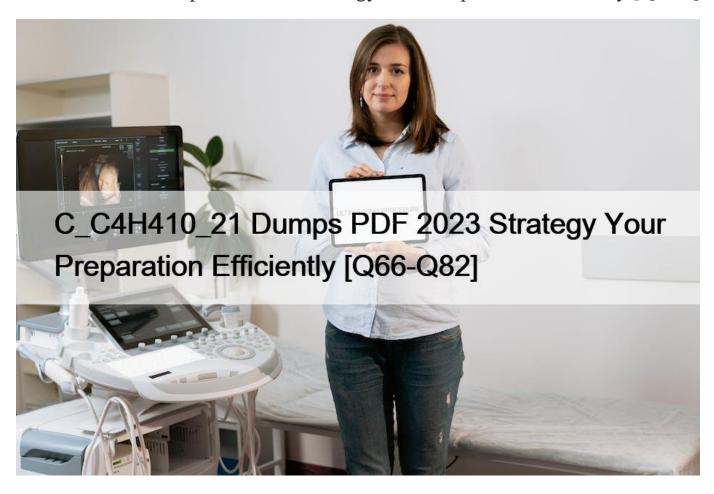# C_C4H410_21 Dumps PDF 2023 Strategy Your Preparation Efficiently [Q66-Q82

C_C4H410_21 Dumps PDF 2023 Strategy Your Preparation Efficiently
Latest Verified & Correct SAP C_C4H410_21 Questions

NEW QUESTION 66

Which activities must you perform to enable retrieval of messages from a social media channel? Note: There are 2 correct Answers to this question.
* Create and schedule a social media import run.
* Import social media user profiles.
* Invite accounts to connect.
* Set up access to your social media account.

NEW QUESTION 67

What is a workflow rule used for? There are 2 correct answers to this question.
* To set up automatic e-mail notifications
* To define and activate rules for automatic field updates
* To set up the organizational work distribution

* To define and activate an approval process

NEW QUESTION 68

Which assignment options are available when creating a new base price list? Note: There are 2 correct Answers to this question.
* Scales
* Discounts
* Validity
* Sales team

NEW QUESTION 69

Which features are available when you create a sales forecast? There are 2 correct answers to this question.
* Multi-level categorization
* Multi-dimensional forecasting
* Multi-level overrides
* Multi-dimensional rules

NEW QUESTION 70

You need to change the settings for the lead aging notification. What do you have to do? Please choose the correct answer.
* Use the business configuration work center to modify the number of days of the notification expiration.
* Use the Sales work center to trigger the time of the notification.
* Use the Application and User Management work center to assign users to the notification.
* Use the Administrator work center to set up priorities for the notification.

NEW QUESTION 71

A Bill of Material was triggered from SAP Hybris Cloud for Customer using the Request External Pricing option. Where can the pricing and quantity be edited? Please choose the correct answer.
* In the child item only
* In both the parent item and the child item
* In the parent item only
* In the quotation header

NEW QUESTION 72

For which of the following reasons would you create a business role? There are 3 correct answers to this question.
* You want to set up a service agent for an administrator.
* You want to restrict drop-down list values for a specific group of users.
* You want to make custom reports available on the home page.
* You want to standardize system access.
* You want to perform fine-tuning activities.

NEW QUESTION 73

Which of the following actions are required to use Data Workbench successfully? Note: There are 3 correct Answers to this question.
* Provide import data.
* Map input fields with data fields.

* Purchase additional licenses for Data Workbench.
* Download the relevant import template.
* Change the template structure.

NEW QUESTION 74

You need to apply complex changes to an SAP Sales Cloud system after go live. Which option does SAP recommend for implementing these changes?
* Restore projects
* Transport projects
* Change projects
* Copy projects

NEW QUESTION 75

Which of the following activity types can you assign in the sales assistant within fine-tuning in SAP Sales Cloud? Note: There are 3 correct Answers to this question.
* Phone call
* E-mail
* Quotation
* Visit
* Task

NEW QUESTION 76

Which of the following business objects can be generated using the Custom Object Builder? Note: There are 2 correct Answers to this question.
* Data sources for reporting
* Workflow notifications
* Web services
* Mashups

NEW QUESTION 77

You are viewing a 360 overview of the customer in SAP Hybris cloud for customer. Which of the following recent order details are available in this overview for your account? There are 3 correct answers to this question.
* Invoice status
* Delivery status
* Credit status
* Sales order ID
* Bill-to-party ID

NEW QUESTION 78

How can you set the lead qualification levels in SAP Sales Cloud? Note: There are 2 correct Answers to this question.
* Manually maintained
* Based on lead status
* Based on surveys
* Based on product lists

NEW QUESTION 79

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.
* Port Type Package
* Port Binding
* Description
* Category

NEW QUESTION 80

What must you do to allow your customer to add product images to sales quote print forms?
* Activate the scoping element.
* Configure the fine-tuning activity.
* Enable adaptation and adjust the sales quote.
* Upload all images into the library.

NEW QUESTION 81

Which elements in a ticket are uniquely identified using a registered product? There are 2 correct answers to this question.
* Warranty
* Service Level Agreements
* Contract
* Service Entitlements

NEW QUESTION 82

Your customer is reorganizing their sales organization. All opportunities need to be updated with the new sales organization units. Which tool do you use to perform this mass update? There are 2 correct answers to this question.
* Data Workbench
* Data Migration Tool
* Jobs Mass Data Run Object (MDRO) Jobs
* XML File Input

SAP C-C4H410-21 certification exam is an essential certification for individuals who want to demonstrate their expertise in the SAP Sales Cloud solution. Passing C_C4H410_21 exam can enhance your career prospects and open up new opportunities for you in the SAP Sales Cloud domain. It is essential to prepare thoroughly for the exam by studying the exam topics and practicing sample questions.

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