SAP C_C4H410_04 STUDY GUIDE PDF

SAP Sales Cloud Certification Questions & Answers

Details of the Exam-Syllabus-Questions

C_C4H410_04

SAP Certified Application Associate - SAP Sales Cloud 2011

80 Questions Exam – 66% Cut Score – Duration of 180 minutes

Table of Contents:

Get an Overview of the C_C4H410_04 Certification:

Who should take the **C_C4H410_04 exam**? This is the first question that comes to a candidate's mind when preparing for the Sales Cloud certification. The C_C4H410_04 certification is suitable for candidates who are keen to earn knowledge on the Cloud and grab their SAP Certified Application Associate - SAP Sales Cloud 2011. When it is about starting the preparation, most candidates get confused regarding the study materials and study approach. But C_C4H410_04 study guide PDF is here to solve the problem. C_C4H410_04 PDF combines some effective sample questions and offers valuable tips to pass the exam with ease.

Why Should You Earn the SAP C_C4H410_04 Certification?

There are several reasons why one should grab the C_C4H410_04 certification.

- The Sales Cloud certification proves to be one of the most recognized certifications.
- The certification badge proves the knowledge of the candidate regarding subject matters and makes his resume presentable to potential candidates.
- Thus earning the **SAP Certified Application Associate - SAP Sales Cloud 2011** is a powerful qualification for a prosperous career.

What Is the SAP C_C4H410_04 Sales Cloud Certification Exam Structure?

Exam Name	SAP Certified Application Associate - SAP Sales Cloud 2011
Exam Code	**C_C4H410_04** » **SAP Sales Cloud Certification Online Practice Exam**
Level	Associate
Exam Price	$592 (USD)
Duration	180 mins
Number of Questions	80
Passing Score	C_C4H410_04 - 66%
Reference Books	**C4H440**, **C4H410**
Schedule Exam	**SAP Training**
Sample Questions	**SAP Sales Cloud Certification Sample Question**
Recommended Practice	**SAP Sales Cloud Certification Practice Exam**

Enhance Knowledge with C_C4H410_04 Sample Questions:

Question: 1

You want to launch the SAP ERP customer cockpit from an SAP Sales Cloud account to view transactions in SAP ERP. Which of the following integration approaches support this requirement?

Please choose the correct answer.

- a) SOAP A2X Service
- b) REST A2X Service
- c) SAPUI5 widget
- d) Mashup

Answer: d

Question: 2

Which action should you execute to set the pricing status in a sales order to Calculated?

Please choose the correct answer.

 a) Trigger a consistency check in the sales order.
 b) Trigger simulation on the sales order in an integrated environment.
 c) Trigger simulation on the sales order in a non-integrated environment.
 d) Trigger Submit for Approval in the sales order.

Answer: b

Question: 3

You want to use the revenue split within opportunities. Which of the following actions are required?

Please choose the correct answer.

 a) Assign employees to a territory organization.
 b) Include employees as part of the account team.
 c) Create a sales planning dimension.
 d) Activate scoping questions.

Answer: d

Question: 4

You want to transfer data from SAP Sales Cloud to an external Web page in an additional browser window. Which mashup type do you recommend?

Please choose the correct answer.

 a) Data mashup
 b) Custom mashup
 c) HTML mashup
 d) URL mashup

Answer: d

Question: 5

What happens during the lead aging notification process?

There are 2 correct answers to this question.

- a) A new high priority notification is triggered after the first notification expires.
- b) The manager of the sales representative receives the notification.
- c) By default, the priority for the notification is set to high.
- d) The lead owner recevies the notification.

Answer: b, c

Question: 6

You need to change access to a work center for several users to read-only. Which setting do you use to apply restriction rules?

Please choose the correct answer.

- a) Any field of the business object
- b) Code list restrictions
- c) The access context
- d) A scoping question

Answer: c

Question: 7

For which of the following business objects is external pricing supported?

There are 2 correct answers to this question.

- a) Leads
- b) Orders
- c) Activites
- d) Quotes

Answer: b, d

Question: 8

Which sales planning dimensions can you use to define a sales target plan?

There are 2 correct answers to this question.

  a) Sales unit
  b) Product list
  c) Account team
  d) Employee

Answer: a, d

Question: 9

To which of the following are hotfixes applied?

Please choose the correct answer.

  a) To a set of tenants
  b) To an individual customer tenant only
  c) To test tenants only
  d) To production tenants only

Answer: a

Question: 10

For which of the following systems does SAP Sales Cloud provide standard integration content for registered products?

Please choose the correct answer.

  a) SAP ERP
  b) SAP Marketing
  c) SAP Commerce
  d) SAP CRM

Answer: a

What Study Guide Works Best in Acing the SAP C_C4H410_04 Sales Cloud Certification?

The C_C4H410_04 study guide is a combination of some proven study tips and the combination of all valuable study materials like sample questions, syllabus and practice tests in one place.

Explore the Syllabus Topics and Learn from the Core:

If you are determined to earn success in the Sales Cloud exam, getting in full touch of the **syllabus** is mandatory. During preparation, you might not like all syllabus sections or topics, but try to get at least the fundamental knowledge from the sections you don't like. The more you possess knowledge on all syllabus sections, the more is the chance to attempt maximum number of questions during the actual exam.

Make Your Schedule:

Studying and completing the syllabus becomes easier, if you work on the syllabus topics after making a schedule. Your syllabus must mention what areas you want to cover and within what time. Once you make a schedule and follow it regularly, syllabus completion becomes easier and preparation becomes smoother.

Get Expert Advice from the Training:

Do not forget to join the SAP C_C4H410_04 training if it is providing any. Training enhances the practical knowledge of a candidate, which helps them to work well in the practical field during projects.

Get Access to the PDF Sample Questions:

If your study material is in a **PDF format** or the materials are mobile-friendly, what could be better than that? Get access to the free sample questions and keep enhancing your knowledge beyond the syllabus.

Avoid Dumps and Utilize the SAP C_C4H410_04 Practice Test:

Why should you rely on practice tests? The reason is simple: you must get familiar with the exam pattern before reaching the exam hall. An aspirant aware of the exam structure and time management during the exam preparation can perform well in the actual exam and attempt the maximum number of questions during the exam.

Many aspirants prefer to read from dumps, but they miss out on the self assessment method. Therefore, C_C4H410_04 practice tests always stand out to be the better choice than dumps PDF.

Avail the Proven C_C4H410_04 Practice Test for Success!!!

Do you want to pass the C_C4H410_04 exam on your first attempt? Stop worrying; we, ERPPrep.com are here to provide you the best experience during your Sales Cloud preparation. Try out our free mock tests to get a glimpse of our quality study materials, and build your confidence with the premium C_C4H410_04 **practice tests**. Our expert-designed questions help you to improve performance and pass the exam on your first attempt.