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SAP

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**SAP Certified Associate - Implementation Consultant - SAP
Sales Cloud**

Questions&AnswersPDF

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Question: 1

Which of the following can you do with extension fields? Note: There are 2 correct answers to this question

- A. Change the field to be read-only in personalization
- B. Add the field to the access sequence price lists
- C. Add the field to a sales planning dimension
- D. Create a field for a particular business context

Answer: A, B

Question: 2

Which of the following are features of data migration templates? Note: There are 2 correct answers to this question.

- A. You can create as well as update records using templates
- B. You can use downloaded templates from SAP S/4HANA
- C. You can modify standard templates as per your business need.
- D. You can use templates for standard and custom business objects

Answer: B, D

Question: 3

You would like the sales representatives to only view details for accounts in their own territory. Which feature would you use to achieve this?

- A. Access restrictions
- B. Access context
- C. Business users
- D. Business roles

Answer: A

Question: 4

Which actions can you perform to control a user's authorizations? Note: There are 2 correct answers to this question

- A. Assign work centers
- B. Assign the user to a territory.
- C. Modify settings in the Access Restrictions tab.
- D. Maintain attribute sets.

Answer: A, C

Question: 5

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.

- A. Simulate external pricing
- B. Change the price of products even if the billing is in process
- C. Change the quantity of delivered products
- D. Simulate credit check
- E. Add new products.

Answer: A, D, E

Question: 6

Which characteristics apply to the Customer Factsheet? Note: There are 2 correct answers to this question

- A. Data is displayed in PDF format.
- B. Connection with the Web service in SAP ERP or SAP CRM is invoked.
- C. VPN connection is required
- D. Editing can be performed directly in the factsheet

Answer: A, B

Question: 7

When you generate an account summary, what type of information is displayed? Note: There are 3 correct answers to this question

- A. YTD revenue
- B. Relationships
- C. Campaigns
- D. Account team
- E. Billing status

Answer: B, C, D

Question: 8

A report uses real-time data in SAP BusinessObjects BI. You want to use this report in SAP Sales Cloud, with minimum effort spent. What would you use to achieve this?

- A. URL mashup
- B. HTML mashup
- C. Custom forms
- D. Custom Object Builder

Answer: B

Question: 9

What are some SAP recommended guiding principles to achieve clean core operations? Note: There are 3 correct answers to this question

- A. Establish release management
- B. Establish an organizational structure, technical foundation, and transformation methodology for clean core.
- C. Establish regular housekeeping tasks and procedures

- D. Define roles and responsibilities as part of a process transformation office
- E. Integrate clean core practices in the end-to-end value process chain

Answer: A, B, E



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