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**Exam** : **C\_C4H41\_2405**

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

**Vendor** : SAP

**Version** : DEMO

**NO.1** For which of the following options can you apply workflow rules? Note: There are 2 correct answers to this question

- A. Define conditions for the Field Update action
- B. Define and activate custom fields
- C. Define an action response template
- D. Send e-mail notifications.

**Answer:** A,D

**NO.2** What features can you configure when setting up social media interactions in SAP Sales Cloud? Note: There are 2 correct answers to this question.

- A. Set the channel as active or inactive
- B. Set up message export runs
- C. Set an alternate response channel
- D. Set up activities based on social media feeds

**Answer:** A,C

**NO.3** What options are available to upload data to a cloud data source? Note: There are 2 correct answers to this question.

- A. Broadcast reports
- B. Mashup
- C. CSV file
- D. Web service

**Answer:** C,D

**NO.4** Which of the following objects can you configure to be in sync when you integrate SAP Sales Cloud and SAP CRM on premise? Note: There are 2 correct answers to this question.

- A. Leads
- B. Activity plans
- C. Sales quotes
- D. Campaigns

**Answer:** A,C

**NO.5** What can you use to map the complex organizational structure of a large account in SAP Sales Cloud?

- A. Territory hierarchy
- B. Organizational structure
- C. Account hierarchy
- D. 360 overview

**Answer:** C

**NO.6** What is the difference between a business user and an employee? Note: There are 2 correct answers to this question.

- A. Business users can be assigned directly to the organizational structure.

- B. Employees can be assigned access rights and business roles
- C. Employees can be created using a data migration template
- D. Employees can be assigned to a sales team for an account

**Answer:** A,B

**NO.7** Which feature allows you to get a PDF overview of customer data from SAP S/4HANA without the need for a VPN connection?

- A. Customer Factsheet
- B. Customer Cockpit
- C. Buying Center
- D. Account Summary

**Answer:** A,D

**NO.8** During sales order simulation, what are the possible pricing statuses that can be returned?

Note: There are 2 correct answers to this question.

- A. Calculated successfully
- B. Calculation rejected
- C. Calculation simulated
- D. Not calculated

**Answer:** A,D