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SAP Certified Development Associate - SAP Hybris Cloud for Customer 1711

SAP C_C4C30_1711

Version Demo

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QUESTION NO: 1

What must you do if your customer wants to add product images to sales quote print forms? Please choose the correct answer.

A. Select an image option when you print the form.

B. Add printing as a predefined task in Activity Plans.

C. Activate the scoping element

D. Configure the fine tuning activity.

ANSWER: C

QUESTION NO: 2

Which action triggers the credit limit determination in SAP Hybris Cloud for Customer? Please choose the correct answer.

A. Request External Pricing

B. Release to ERP

C. Calculate Pricing

D. Initiate Transfer

ANSWER: A

QUESTION NO: 3

Your customer wants their managers to track sales performance. How do you perform the sales target planning? There are 2 correct answers to this question.

A. Select the planning dimensions and master data.

B. Maintain multiple currencies in the sales target plan.

C. Create a sales target plan with unique key combination of sales unit and horizon.

D. Maintain multiple active versions of the sales target plan at the same time.

ANSWER: A C

You create sales quote in SAP Hybris Cloud for Customer for which a follow-up sales order must be created

in SAP ERP. Which of the following activities must you perform before you create the sales order? There are 2 correct answers to this question.

A. Select 'Create External Follow Up Document'

B. Select 'Simulate Order and Return Pricing'.

C. Create a sales quote with products.

D. Set the pricing status to 'Calculated Successfully1.

ANSWER: B D

What benefits does SAP Hybris Cloud for Customer provide during the visit planning phase? There are 2 correct answers to this question.

A. Customer product lists are shown.

B. Map-based route planning is supported.

C. Current service tickets with high priority are integrated.

D. A calendar view contacting visit details is integrated.

ANSWER: B D

Which of the following activities can you perform with the SAP add-in for Microsoft Excel? There are 2 correct answers to this question

A. Share SAP Cloud for Customer report data using Object Linking and Embedding (OLE)

B. Insert SAP Cloud for Customer reports into Microsoft Excel spreadsheet

C. Upload Microsoft Excel workbooks to SAP Cloud for Customer

D. Publish Microsoft Excel workbooks to Microsoft Sharepoint from SAP Cloud for Customer

ANSWER: B D

QUESTION NO: 7

You need to change the settings for the lead aging notification. What do you have to do? Please choose the correct answer.

A. Use the Sales work center to trigger the time of the notification.

B. Use the business configuration work center to modify the number of days of the notification expiration.

C. Use the Application and User Management work center to assign users to the notification.

D. Use the Administrator work center to set up Priorities for the notification.

ANSWER: B

QUESTION NO: 8

When responding to a SAP Cloud for Customer ticket, where is the default sender email address taken from?

Please choose the correct answer.

A. Employee responsible for the ticket

B. Outbound channel

C. Service technician of the ticket

D. Sales organization

ANSWER: B

QUESTION NO: 9

How do you create an assignment for a service technician in SAP Service Cloud? Please choose the correct answer.

A. Use a time report

B. Use SAP Multiresource Scheduling

C. Use a ticket routing rule

D. Use the Resource Scheduler

ANSWER: D

Based on which organizational elements can you define sales area information in the product master? There are 2 correct answers to this question.

A. Sales unit

B. Distribution Channel

C. Territory

D. Sales

ANSWER: B D