



SAP Certified Application Specialist for SAP CPQ (Configure & Price and Quote)

SAP E C4HCPQ 92

Version Demo

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QUESTION NO: 1

Which type of configuration provides a comprehensive solution to manage personalized and customizable products in and with SAP Commerce?

- A. SAP CPQ for product configuration
- B. Overhead Cost Projects
- C. Direct Cost Projects
- D. Customer Projects

ANSWER: A**QUESTION NO: 2**

What are configured and calculated in the SAP back end?

- A. Payment method
- B. Platform support
- C. Price components
- D. Middleware

ANSWER: C**QUESTION NO: 3**

Which of the following are required to create a Guided Selling model? Note: There are 3 correct answers to this question.

- A. Products
- B. Attributes
- C. Attribute values
- D. Discounts
- E. Custom tables

ANSWER: A B C

QUESTION NO: 4

Which system offer a significantly improved product configuration solution that enables sales teams, customers, and channel partners to configure, price, and order products accurately and efficiently?

- A. SAP Configure product configuration
- B. SAP Price for product configuration
- C. SAP Quote for product configuration
- D. Target Groups and Campaign Management

ANSWER: A B C

QUESTION NO: 5

Which type of components are called directly from the back end and are displayed in the online store without any replication delay?

- A. Capital Expenditure
- B. System attempts
- C. latest price components
- D. Cheaper Solution

ANSWER: C