

Exam Code: **C_C4H41_2405**

Exam Name | SAP Certified Associate - Implementation Consultant - SAP
Sales Cloud

Total No. of Questions: 80

Passing Percentage: 66%

Exam Duration: 180 Minutes.



Question 1

What type of mashup can you create in order to display and merge information from SAP Sales Cloud with an external Web service?

- A. Data
- B. Custom
- C. HTML
- D. URL

Answer A

Question 2

A bill of materials was triggered from SAP Sales Cloud using the Request External Pricing option.

Where can the pricing and quantity be edited?

- A. In the quotation header
- B. In the parent item only
- C. In the child item only
- D. In both the parent item and the child item

Answer B

Question 3

Which of the following actions can you perform with the Adaptation function? Note: There are 2 correct answers to this question.

- A. Create an extension field and define its properties.
- B. Create workflow rules.
- C. Assign a page layout to achieve dynamic user interfaces.
- D. Create code list restrictions.

Answer A C

Question 4

Your customer wants to set up pricing in SAP Sales Cloud.

What must you do to perform internal pricing?

Note: There are 2 correct answers to this question.

- A. Maintain price lists and discount lists.
- B. Enable integration with SAP ERP.
- C. Enable business scoping.
- D. Maintain product lists.

Answer A C

Question 5

Which of the following attributes within an opportunity can you use to create a forecast? Note:

There are 2 correct answers to this question.

- A. Total contract value
- B. Item revenue
- C. Expected revenue
- D. Weighted revenue

Answer C D

