

# Sales-Con-201 유효한 시험덤프 최신 인기 시험기출문제자료

SAP C- BW4HANA-27 SAP Certified Application Associate - Reporting, Modeling and Data Acquisition with SAP BW/4HANA 2.x 2

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## 최신 SAP Certified Application Associate C-BW4HANA-27 무료샘플문제 (Q39-Q44):

질문 # 39

Which objects can you combine using a CompositeProvider? Note: There are 2 correct answers to this question.

- A. Key figures
- B. SAP HANA calculation views
- C. InfoSources
- D. CompositeProvider

정답 B,D

질문 # 40

You need to load data from a generic DataSource using Operational Data Provisioning (ODP). In which sequence do you perform the activities?

- A. 1. Create a DataSource.  
2. Replicate the DataSource.  
3. Activate the DataSource.  
4. Run job RODPS\_OS\_EXPOSE.
- B. 1. Create a DataSource.  
2. Run job RODPS\_OS\_EXPOSE.  
3. Replicate the DataSource.  
4. Activate the DataSource.
- C. 1. Create a DataSource.  
2. Replicate the DataSource.  
3. Run job RODPS\_OS\_EXPOSE.  
4. Activate the DataSource.
- D. 1. Create a DataSource.  
2. Activate the DataSource.  
3. Run job RODPS\_OS\_EXPOSE.  
4. Replicate the DataSource.

정답 B

질문 # 41

In which sequence does SAP recommend

- A. 1. Storage requirements  
2. Transformations  
3. Sources of data  
4. Reporting requirements

최신 인기 시험 C-BW4HANA-27 유효한 최신덤프자료

BONUS!!! DumpTOP Sales-Con-201 시험 문제집 전체 버전을 무료로 다운로드하세요: <https://drive.google.com/open?id=1OxZKsGKy4PP9BeO0dfuXKORvFAO3areE>

제일 간단한 방법으로 가장 어려운 문제를 해결해드리는 것이 DumpTOP의 취지입니다. Salesforce인증 Sales-Con-201 시험은 가장 어려운 문제이고 DumpTOP의 Salesforce인증 Sales-Con-201 덤프는 어려운 문제를 해결할 수 있는 제일 간단한 공부방법입니다. DumpTOP의 Salesforce인증 Sales-Con-201 덤프로 시험준비를 하시면 아무리 어려운 Salesforce인증 Sales-Con-201 시험도 쉬워집니다.

Salesforce인증 Sales-Con-201 시험은 등록하였는데 시험준비는 아직이라구요? Salesforce인증 Sales-Con-201 시험일이 다가오고 있는데 공부를 하지 않아 두려워 하고 계시는 분들은 이 글을 보는 순간 시험패스에 자신을 가지게 될 것입니다. 시험준비 시간이 적다고 하여 패스할 수 없는 건 아닙니다. DumpTOP의 Salesforce인증 Sales-Con-201 덤프와 의 근사한 만남이 Salesforce인증 Sales-Con-201 패스에 화이팅을 불러드립니다. 덤프에 있는 문제만 공부하면 되기에 시험일이 며칠 뒤라도 시험패스는 문제없습니다. 더는 공부하지 않은 자신을 원망하지 마시고 결단성있게 DumpTOP의 Salesforce인증 Sales-Con-201 덤프로 시험패스에 고고성하세요.

>> Sales-Con-201 유효한 시험덤프 <<

높은 통과율 Sales-Con-201 유효한 시험덤프 덤프 공부자료

Salesforce Sales-Con-201인증시험도 어려울 뿐만 아니라 신청 또한 어렵습니다. Salesforce Sales-Con-201시험은 IT업계에서도 권위가 있고 직위가 있으신 분들이 응시할 수 있는 시험이라고 알고 있습니다. 우리 DumpTOP에서는 Salesforce Sales-Con-201관련 학습가이드를 제동합니다. DumpTOP는 우리만의 IT전문가들이 만들어낸 Salesforce Sales-Con-201관련 최신, 최고의 자료와 학습가이드를 준비하고 있습니다. 여러분의 편리하게 Salesforce Sales-Con-201응시하는데 많은 도움이 될 것입니다.

## 최신 Salesforce Cloud Consultant Sales-Con-201 무료샘플문제 (Q123-Q128):

### 질문 # 123

Sales reps at Universal Containers want to know when a customer or prospect contact opens an email the reps sent so they can follow up with the contact shortly afterward.

Which tool should a consultant recommend to meet the requirement?

- A. Enhanced Email
- **B. Salesforce Inbox**
- C. Einstein Activity Capture

정답: B

### 설명:

Salesforce Inbox provides email tracking capabilities, allowing sales reps to see when recipients open emails, click links, or reply. This real-time tracking enables reps to follow up promptly after a customer or prospect has interacted with an email, which aligns with Universal Containers' requirement for immediate insights on email engagement.

\* Real-Time Email Tracking: Salesforce Inbox offers insights into customer interactions, giving reps timely information on when emails are opened, which can help prioritize follow-up actions.

\* Integration with Sales Cloud: It integrates directly with Sales Cloud, enabling reps to manage customer interactions seamlessly from their inbox.

Option B (Enhanced Email) and Option C (Einstein Activity Capture) lack direct email open tracking, which is specifically offered by Salesforce Inbox. More information on Salesforce Inbox can be found in Salesforce Inbox documentation.

### 질문 # 124

What should the consultant take into consideration when activating Orders?

- A. Products can be removed from active reduction orders.
- **B. Orders can be activated only if they include a Product.**
- C. New Products can be added to active orders.

정답: B

### 설명:

In Salesforce Sales Cloud, an order can only be activated if it has at least one product associated with it. This requirement ensures that all active orders are tied to specific products, which is essential for order processing and fulfillment. Without products, the order would not have any items to fulfill, making it ineligible for activation. This rule helps enforce data integrity within the order management process.

For more details, refer to Salesforce's documentation on Activating Orders.

### 질문 # 125

Cloud Kicks wants its sales operations team to place orders United States customers in Sales Cloud. The sales ops team needs calculate sales tax on the orders. Sales tax is a complex calculation based on tax law that may change at any time.

What should the consultant recommend to meet the requirement?

- **A. An app from AppExchange**
- B. formula field on the Order object
- C. screen flow for orders

정답: A

### 설명:

For calculating complex sales tax that varies based on tax law, an app from the Salesforce AppExchange is the most effective solution. Here's why:

\* **Complexity of Tax Calculation:** Sales tax calculations can be intricate, especially in the United States, where tax rates and regulations differ by state, county, and sometimes city. Using an AppExchange app designed for tax calculations ensures compliance with these frequently changing laws without manual updates.

\* **Real-Time Updates:** Many AppExchange apps are specifically built to handle tax calculations and stay up-to-date with changes in tax regulations. These apps often have partnerships with tax authorities or access to updated databases, ensuring that Cloud Kicks' sales operations team remains compliant.

\* **Automation and Integration:** Tax calculation apps from the AppExchange integrate seamlessly with Salesforce Orders, automating the process, reducing errors, and improving efficiency compared to manual calculations or formula fields, which would not account for complex or changing tax rules.

\* **References:** Salesforce's AppExchange offers a variety of tax calculation apps like Avalara and TaxJar, which are commonly used for sales tax management. These apps are featured as solutions in Salesforce documentation for handling tax calculations.

In summary, an AppExchange app (Option A) is recommended for automating complex sales tax calculations within Sales Cloud, ensuring accuracy and compliance with evolving tax laws.

### 질문 # 126

Universal Containers has hired a new employee for the global sales leadership team. The employee is interested in fostering friendly competition between account executives, with an emphasis on reinforcing activities that drive sales.

Which action should help support the sales teams?

- A. Show a leaderboard on the regional sales dashboards highlighting account executives who have held the most prospect meetings.
- B. Create a dashboard that displays the most sales closed by region using charts to show sales in green and lost opportunities in red.
- **C. Show a leaderboard on the regional sales dashboards highlighting the account executives who have created the most opportunities.**

정답: C

설명:

To foster friendly competition among account executives while reinforcing activities that drive sales, it's effective to use a leaderboard that focuses on activities directly related to sales outcomes, such as the number of opportunities created. This approach encourages account executives to generate more sales opportunities, aligning with the goal of driving sales activities. By using a leaderboard, sales leaders can easily track and motivate performance across regions, while reinforcing positive behaviors that contribute to sales success.

For more on building leaderboards and dashboards, see: Salesforce Dashboard Best Practices.

### 질문 # 127

Northern Trail Outfitters (NTO) finished implementing Sales Cloud for a mid-market sales team. Sales management wants to track data completeness.

Which common metric should the consultant recommend that NTO use to measure core Sales Cloud data?

- A. Record Count
- **B. Field Usage**
- C. User Adoption

정답: B

설명:

When evaluating data completeness in Salesforce, measuring Field Usage is a key metric. This metric helps determine how thoroughly users are populating critical fields across records. By analyzing field usage, Northern Trail Outfitters (NTO) can ensure that important data fields like Account Information, Contact Details, and Lead Attributes are consistently filled, which supports accurate reporting and overall data quality.

Field Usage directly impacts how well the team can leverage Sales Cloud for insights and decision-making, as incomplete data can hinder accurate analytics and reporting. Regular assessment of field usage is essential to maintain high data quality and maximize the effectiveness of Sales Cloud for sales management.



myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, www.stes.tyc.edu.tw, www.stes.tyc.edu.tw, Disposable vapes

참고: DumpTOP에서 Google Drive로 공유하는 무료, 최신 Sales-Con-201 시험 문제집이 있습니다:  
<https://drive.google.com/open?id=1OxZKsGKy4PP9BeO0dfuXKORvFAO3areE>