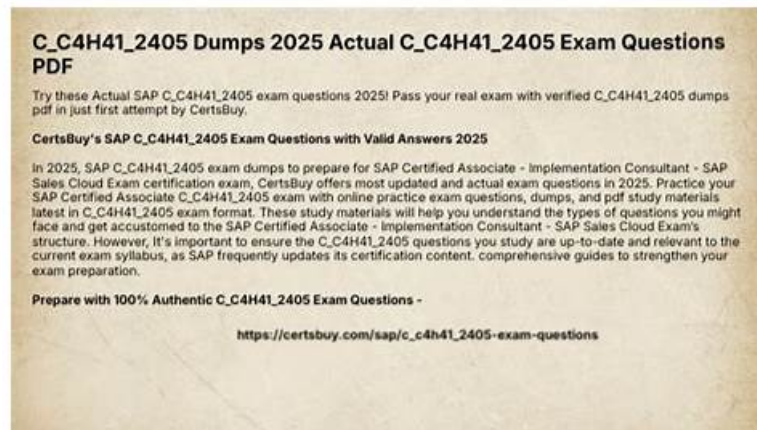


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SAP C_C4H41_2405 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">Sales Contracts Quotation and Sales Order Management: In this part, candidates are assessed on their ability to manage sales contracts and quotations. This is particularly aimed at solution architects and sales managers who are responsible for handling contract follow-ups, document workflows, pricing determinations, and establishing sales order functions.
Topic 2	<ul style="list-style-type: none">Managing Clean Core: This portion of the exam measures how well consultants apply clean core principles, which maximize business process flexibility while minimizing adaptation efforts. It emphasizes the importance of adhering to clean core standards to enhance innovation and efficiency in ERP management.

Topic 3	<ul style="list-style-type: none"> • Master Data (Account, Contact, Product, and Pricing): The exam covers defining and configuring master data elements such as account groups, product information, and pricing setups. Professionals like data managers need to demonstrate their skills in triggering pricing in sales documents and managing both account and contact data.
Topic 4	<ul style="list-style-type: none"> • Personalization and Extensibility: This section assesses SAP consultants on how to employ personalization and extensibility features, including mashups and custom business objects, to customize the solution in line with business needs.
Topic 5	<ul style="list-style-type: none"> • Reporting: Professionals such as SAP Sales Cloud users are tested on their ability to utilize reporting tools. The exam examines the use of MS Excel in conjunction with SAP Sales Cloud reports, as well as identifying the key elements of custom reports and interactive dashboards.
Topic 6	<ul style="list-style-type: none"> • Sales Planning and Forecasting: The exam tests consultants on their ability to set up and manage sales target plans and update forecasts. This includes creating, adjusting, and submitting forecasts, a crucial aspect of sales planning within SAP Sales Cloud.
Topic 7	<ul style="list-style-type: none"> • User Management and Notification Process: This section evaluates the competencies of professionals such as SAP administrators. It involves managing employees, business roles, and user access, along with implementing data restrictions.
Topic 8	<ul style="list-style-type: none"> • Data Migration and Integration: This section focuses on professionals working in system integration and data management, testing their capability to use data migration templates, troubleshoot migration challenges, and perform mass data maintenance. Candidates are expected to be familiar with SAP's pre-packaged integration scenarios and best practices for managing system integrations in projects.

SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Sample Questions (Q42-Q47):

NEW QUESTION # 42

What type of transaction can you create when using the Sales Assistant functionality? Note: There are 2 correct answers to this question.

- A. Lead
- B. Quotation
- C. Activity Task
- D. Visit

Answer: A,D

NEW QUESTION # 43

You would like the sales representatives to only view details for accounts in their own territory. Which feature would you use to achieve this?

- A. Business users
- B. Access context
- C. Business roles
- D. Access restrictions

Answer: D

NEW QUESTION # 44

Which assignment options are available when creating a new base price list? Note: There are 2 correct answers to this question

- A. Sales team
- B. Scales

- C. Discounts
- D. Validity

Answer: B,C

NEW QUESTION # 45

During sales order simulation, what are the possible pricing statuses that can be returned? Note: There are 2 correct answers to this question.

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

Answer: A,C

NEW QUESTION # 46

Which of the following are features of data migration templates? Note: There are 2 correct answers to this question.

- A. You can use downloaded templates from SAP S/4HANA
- B. You can use templates for standard and custom business objects
- C. You can create as well as update records using templates
- D. You can modify standard templates as per your business need.

Answer: A,B

NEW QUESTION # 47

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