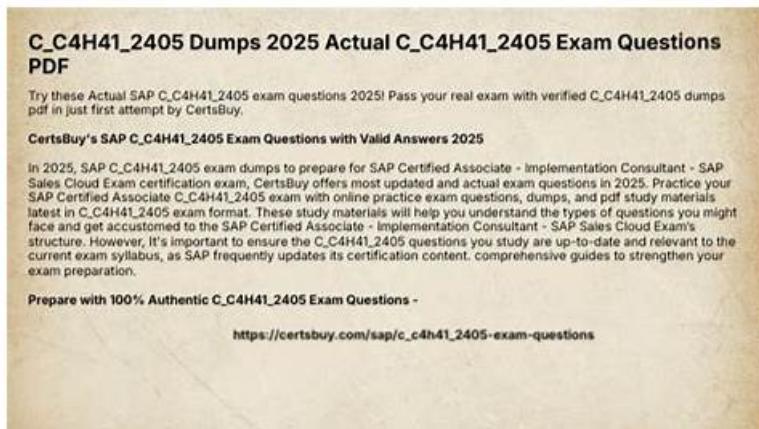


# SAP C\_C4H41\_2405 Valid Dumps - Test C\_C4H41\_2405 Score Report



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## SAP C\_C4H41\_2405 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>Implementation Basics and Fine Tuning: Solution consultants are tested on their capabilities to configure and administer the SAP Sales Cloud. This section delves into implementation fundamentals, focusing on how consultants can fine-tune the system by adjusting predefined settings to meet specific business needs.</li></ul>
Topic 3	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 4	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 5	<ul style="list-style-type: none"><li>Territory Management: This portion of the exam evaluates the expertise of consultants in configuring territory hierarchies and establishing rules for territory determination within the SAP Sales Cloud.</li></ul>
Topic 6	<ul style="list-style-type: none"><li>Visit Planning and Execution: Candidates are evaluated on their ability to plan activities and execute visits effectively. This includes using tools such as surveys and task management to optimize the visit experience within the SAP Sales Cloud platform.</li></ul>

Topic 7	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 8	<ul style="list-style-type: none"> <li>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.</li> </ul>

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## SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Sample Questions (Q24-Q29):

### NEW QUESTION # 24

Which of the following are characteristics of free goods usage in SAP Sales Cloud? Note: There are 3 correct answers to this question.

- A. Free goods determination is triggered by credit check.
- B. Items are editable in the sales document
- C. Items are read-only in the sales document
- D. Exclusive determinations are allowed
- E. Inclusive determinations are allowed

**Answer: C,D,E**

### NEW QUESTION # 25

For which of the following business requirements would you use the Personalization feature? Note: There are 2 correct answers to this question

- A. An administrator wants to change a standard field label to a new value.
- B. A service manager wants to arrange his ticket queue with Assigned To as the first column
- C. A sales manager wants different screen layouts assigned to two different business roles
- D. A sales representative wants to modify the screen layout.

**Answer: A,D**

### NEW QUESTION # 26

Your customer assigns a person responsible for checking every SAP Sales Cloud upgrade. Upgrade notifications need to be sent via e-mail to this person. Which of the following steps do you perform in SAP Sales Cloud to configure this? Note: There are 2 correct answers to this question.

- A. In the Service Control Center, create a new contact in the Contact Details view
- B. In the Service Control Center, set the contact type to IT Contact
- C. In the Service Control Center, create a new contact in the Maintenance Schedule List view
- D. Assign the contact to a business role with Administrator permissions

**Answer: B,C**

#### **NEW QUESTION # 27**

When creating a custom report for end users, what functions of business analytics can the analytics professional perform?

Note: There are 3 correct answers to this question

- A. Combine dashboards
- B. Change SAP-delivered reports
- C. Create comparison metrics
- D. Combine data sources
- E. Create calculated measurements.

**Answer: A,B,D**

#### **NEW QUESTION # 28**

Which of the following settings are required to implement a multistep approval process for opportunities? Note: There are 2 correct answers to this question.

- A. Create territories as recipient units for the approval notifications
- B. Select a condition for approval.
- C. Activate the scoping element in business configuration.
- D. Activate the sales assistant for the opportunity

**Answer: B,C**

#### **NEW QUESTION # 29**

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