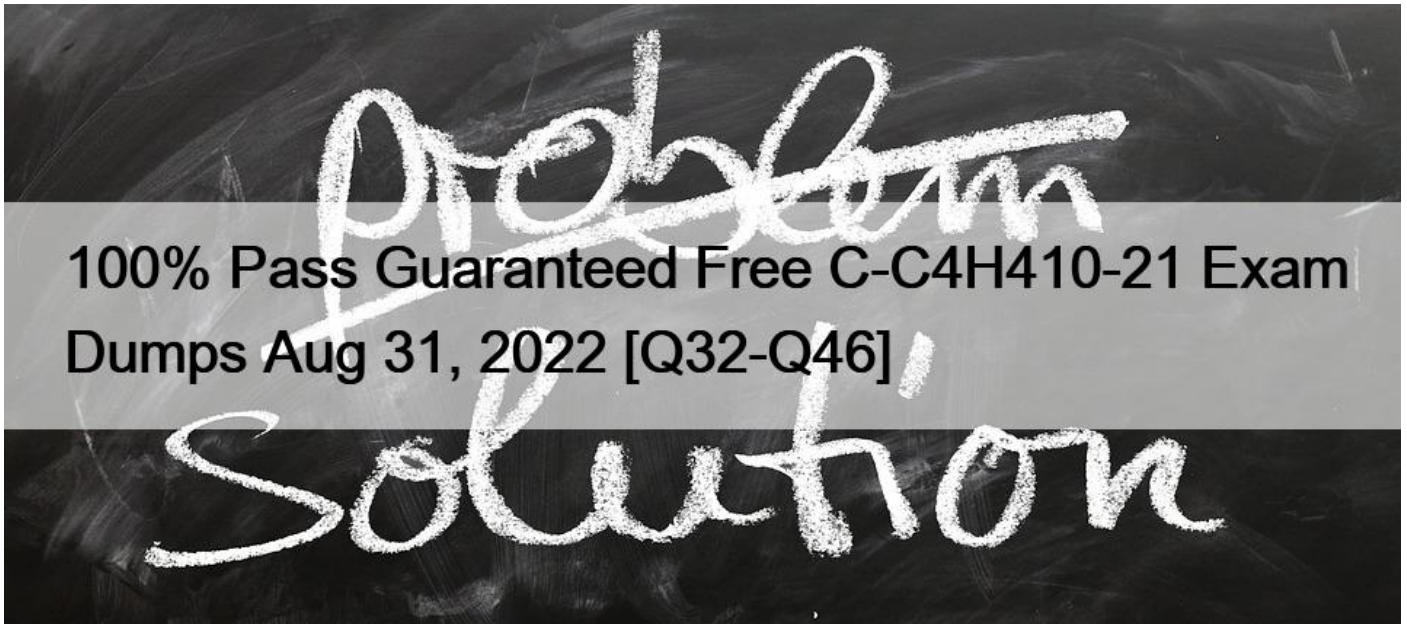


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NEW QUESTION 32

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

- * Activate the approval process in the scoping questions.
- * Create territories as recipient units for the approval notifications.
- * Select a rule to determine the approver.
- * Activate the workflows in the scoping questions.

NEW QUESTION 33

Which views can you use to see the visit planner screen? Note: There are 2 correct Answers to this question.

- * Tile view
- * Table view
- * Timeline view
- * Map view

NEW QUESTION 34

How can you give a business user access to a work center view? There are 2 correct answers to this question.

- * Copy the access rights from a business user who already has access to the work center view
- * Assign the business user to the territory structure
- * Use business scoping to activate the work center containing the view

- * Create a business role that has access to the work center view and assign it to the business user

NEW QUESTION 35

What authorization element is used to restrict users' access at the work center level?

- * Access context
- * Access rights
- * Organizational structure
- * Field restrictions

NEW QUESTION 36

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

- * Scales
- * Discounts
- * Validity
- * Sales team

NEW QUESTION 37

Which of the following actions are required to use Data Workbench successfully? Note: There are 3 correct Answers to this question.

- * Provide import data.
- * Map input fields with data fields.
- * Purchase additional licenses for Data Workbench.
- * Download the relevant import template.
- * Change the template structure.

NEW QUESTION 38

What type of confirmation is received for an availability check when you use the Request External Pricing option from SAP Sales Cloud?

- * Non-binding confirmation
- * Complete confirmation
- * Future confirmation
- * Follow-up confirmation

NEW QUESTION 39

Which of the following activities can you perform with the SAP add-in for Microsoft Excel? There are 2 correct answers to this question.

- * Insert SAP Cloud for Customer reports into Microsoft Excel spreadsheet
- * Upload Microsoft Excel workbooks to SAP Cloud for Customer
- * Share SAP Cloud for Customer report data using Object Linking and Embedding (OLE)
- * Publish Microsoft Excel workbooks to Microsoft Sharepoint from SAP Cloud for Customer

NEW QUESTION 40

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

- * Create an extension field and define its properties.

- * Create code list restrictions.
- * Assign a page layout to achieve dynamic user interfaces.
- * Create workflow rules.

NEW QUESTION 41

What is the parameter on which sales team determination is based?

- * Primary contact person
- * Party role
- * Follow-up opportunity
- * Territory

NEW QUESTION 42

You have selected the Override Territory field on the Accounts Overview page. What effect does this have on territory determination?

- * It excludes the account during the territory realignment run.
- * It aligns the account territory determination with the territory realignment run.
- * It excludes accounts with multiple territories from the territory realignment run.
- * It aligns all accounts marked for territory override with a territory team.

NEW QUESTION 43

Which of the following planning dimensions can you use to set up a sales target plan? Note: There are 3 correct Answers to this question.

- * Employee
- * Sales area
- * Territory
- * ABC classification
- * Account

NEW QUESTION 44

For which of the following reasons would you create a business role? There are 3 correct answers to this question.

- * You want to set up a service agent for an administrator.
- * You want to restrict drop-down list values for a specific group of users.
- * You want to make custom reports available on the home page.
- * You want to standardize system access.
- * You want to perform fine-tuning activities.

NEW QUESTION 45

Which of the following granularities can you use to define discount lists in SAP Hybris Cloud for Customer? There are 2 correct answers to this question.

- * Customer Specific Product Discount
- * Customer Specific Sales Organization Discount
- * Overall Customer Group Discount
- * Customer Specific Territory Discount

NEW QUESTION 46

Which action triggers the credit limit determination in SAP Hybris Cloud for Customer? Please choose the correct answer.

- * Request External Pricing
- * Release to ERP
- * Initiate Transfer
- * Calculate Pricing

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