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**Exam : C\_C4H41\_2405**

**Title : SAP Certified Associate -  
Implementation Consultant -  
SAP Sales Cloud**

**Version : DEMO**

1.What happens to a sales quote when a follow-on contract item is created?

- A. The sales quote status changes to won.
- B. The sales quote is sent for approval
- C. The sales quote is cancelled.
- D. The sales quote is converted to a sales order

**Answer:** D

2.When you view a product master, which organizational elements represent a distribution chain? Note: There are 2 correct answers to this question

- A. Installed base
- B. Distribution channel
- C. Sales unit
- D. Sales organization

**Answer:** B, D

3.For which of the following options can you apply workflow rules? Note: There are 2 correct answers to this question

- A. Define conditions for the Field Update action
- B. Define and activate custom fields
- C. Define an action response template
- D. Send e-mail notifications.

**Answer:** A, D

4.When working with sales plans and forecasts, which of the following can you do when creating new versions? Note There are 2 correct answers to this question.

- A. You can use many active versions simultaneously
- B. You can only use new plan versions to simulate scenarios.
- C. You can only have one active version at a given time
- D. You can only view reports once plan versions are released

**Answer:** B, C

5.When managing the system lifecycle of active tenants in the Service Control Center, what options does an administrator have? Note: There are 2 correct answers to this question.

- A. Terminate restore point
- B. Accept termination
- C. Cancel transport route
- D. Copy solution profile

**Answer:** A, D