

SAP

C_C4H420_94 Exam

SAP Certified Application Associate - SAP CPQ Implementation

Questions & Answers Demo

Version : 4.0

Question: 1

When should you use dynamic approver?

- A. When you want end user to select approver for quote
- B. When approver is obtained from formulaevaluation at approval request
- C. When approver can be changed after quote is submitted for approval
- D. When the approval requester is out of office

Answer: B

Question: 2

Which of the following scenarios can be supported by pricebooks? Note: There are 2 correct answers to this question.

- A. A pricebook that provides discount limits for sales users.
- B. The ability to override the default pricebook based on visibility conditions.
- C. A pricebook that is not market-specific.
- D. The ability to have a hierarchy of pricebooks.

Answer: B D

Question: 3

In Setup, the minimum Discount for the Sales User Type is set to 0%, Default to 0% and maximum Discount to 20%, when a Sales User tries to enter a Discount of 25% in a quote, the system reports an error and the discount reverts back to 0%.

What needs to be configured in setup to allow a Sales user to enter a discount value of 25% and submit the quote for approval?

- A. Default multiplier needs to be set to 0.25.
- B. Develop a script allowing the users to override values.

- C. The condition field needs to be set to 25.
- D. "User can override values?" checkbox needs to be checked.

Answer: D

Question: 4

Which page sections can be added or removed from Quote Layout? Note: There are 3 correct answers to this question.

- A. Generated Documents
- B. Sub Totals
- C. Approvals Table
- D. CustomFields
- E. Items

Answer: B D E

Question: 5

Which factors influence the calculation of Net price? Note: There are 2 correct answers to this question.

- A. List price
- B. Extended list price
- C. Quantity
- D. Discount

Answer: A D

Question: 6

What is the correct section in CPQ setup to adjust the default Catalog page size?

- A. Branding
- B. Responsive Templates
- C. Catalog Layout
- D. Quote Layout

Answer: B

Question: 7

In a Configurable Product, there is a requirement to disallow some attributes if the value of attribute "Number of users" equal to or greater than 100, and less than 1000. How would you write this condition in a product rule?

Note: There are 2 correct answers to this question.

- A. [AND] ([GEQ] (<*Value (Number of user)*>, 100), [LT] (<*Value (Number of users)*>, 1000))
- B. [IN] (<*Value (Number of user)*>, 100, 1000)
- C. [OR] ([GEQ] <*Value (Number of user)*>, 100), [LT] (<*Value (Number of users)*>, 1000))
- D. [INR](<*Value (Number of user)*>, 100,999)

Answer: A D

Question: 8

Which standard factors can be used to build permission groups? Note: There are 3 correct answers to this question.

- A. Markets
- B. Shipping
- C. Individual usernames
- D. Companies
- E. Quote statuses

Answer: A C D

Question: 9

Which method are available to nest child products within a Configuration? Note: There are 3 correct answers to this question.

- A. Inserting a product using product Rules
- B. Attributes values(s) referencing a product
- C. Drag and drop product (s) from the catalog
- D. Container Attribute referencing product (s)

Answer: B D

Question: 10

What is the main difference between product Types and Categories?

- A. Product Types are used for pricing and segmentation in quote, while categories group products in the Catalog.
- B. Discounts for product Types are always executed before discount for Categories.
- C. Each product type can have one discount active, while Categories can have multiple discounts.
- D. Product types are used to group product in the Catalog while Categories are visible on the Quote.

Answer: A