

SAP

C_C4HL2C_92 Exam

**SAP Certified Business Associate - SAP C/4HANA Business
Processes: Lead to Cash Exam**

**Questions & Answers
Demo**

Version: 6.0

Question: 1

Where does a service field technician logs all of his actions like time of travel and materials used?

- A. On the mobile App
- B. On paper
- C. On paper and in the mobile app
- D. On SAP Service

Answer: A

Question: 2

In B2B, what is the next logical step once a target group has been defined through segmentation?

- A. Campaign management and customer contact
- B. Customer contact and lead nurturing
- C. Customer contact and opportunity generation
- D. Campaign management and lead nurturing

Answer: D

Question: 3

Any activities performed on SAP Sales Cloud get sent to SAP Marketing Cloud as what?

- A. Tasks
- B. Opportunities
- C. Interactions
- D. Logs

Answer: C

Question: 4

How does SAP Marketing Cloud help you drive growth within a targeted set of accounts?

- A. By distributing marketing collateral at the right time and place

- B. By engaging with accounts through personalized campaigns
- C. By providing intelligent webshop chatbots that generate leads
- D. By identifying accounts with the largest business potential

Answer: B, D

Question: 5

Which cloud products are part of the SAP C4/HANA suite?

- A. Marketing Cloud, Commerce Cloud, Customer Data Cloud, Sales Cloud, BRIM Cloud
- B. Marketing Cloud, Hybris, Customer Data Cloud, Sales Cloud, BRIM Cloud
- C. Marketing Cloud, Commerce Cloud, Customer Data Cloud, Sales Cloud, Service Cloud
- D. Marketing Cloud, Hybris Cloud, Customer Data Cloud, Sales Cloud, Service Cloud

Answer: C

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