

## SAP.C\_S4CS\_2105.v2022-04-23.q32

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| <b>Exam Name:</b>   | SAP Certified Application Associate - SAP S/4HANA Cloud (public) - Sales Implementation |
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### NEW QUESTION: 1

What function do you perform during the data load preparation? Please choose the correct answer.

- A. Fill in migration templates with legacy data
- B. Extract legacy data from the current system
- C. Analyze legacy data for validity and relevance
- D. Simulate data load in the new cloud system

**Answer: A (LEAVE A REPLY)**

### NEW QUESTION: 2

Why do you use APIs? (2)

- A. To create a data definition for extending a CDS view in your SAP S/4HANA Cloud system
- B. To enhance pre-delivered applications with custom fields for your SAP S/4HANA Cloud system
- C. To integrate apps in your SAP S/4HANA Cloud System with SAP Cloud Platform
- D. To connect your SAP S/4HANA Cloud system to other systems

**Answer: (SHOW ANSWER)**

### NEW QUESTION: 3

How can a product be acquired after a material requirements planning run? There are 2 correct answers to this question. Note: Answers to this question are not verified by our experts, please study yourself and select the appropriate answers. Contribute: Please send the correct answers with reference text/link on

- A. Using a purchase requisition

- B. Using a consignment issue order
- C. Using a planned order
- D. Using a service order

**Answer: B,C ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 4**

You use the My Sales Overview app of the SAP Fiori Analytical Apps for Sales (1BS) scope item. The results displayed on the cards can be filtered by several parameters in the global filter. Which card is NOT impacted by the filterparameter values? Please choose the correct answer.

- A. Open Sales Orders
- B. Sales Quotation Pipeline
- C. Quick Actions
- D. Customer Contacts

**Answer: C ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 5**

When you transact through the Sell from Stock (BD9) process, which system criteria automatically determine the route determination for the delivery-relevant items in the sales order? There are 3 correct answers to this question. Note: Answers to this question are not verified by our experts, please study yourself and select the appropriate answers. Contribute: Please send the correct answers with reference text/link on

- A. The transportation zone from the business partner master record of the sold-to party.
- B. The transportation group from the material master record
- C. The departure zone of the shippingpoint
- D. The loading group from the material master record
- E. The shipping condition from the business partner master record of the sold-to party

**Answer: B,D ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 6**

In a predictive model for sales, what does the quotation conversion rate measure? Please choose the correct answer. Note: Answers to this question are not verified by our experts, please study yourself and select the appropriate answers. Contribute: Please send the correct answers with reference text/link on

- A. The percentage of the net value order items that was converted from quotation items
- B. The percentage of the number of order items that was converted from quotation items
- C. The percentage of the net value of billing documents that was converted from quotations
- D. The percentage of the number of orders that was converted from quotations

**Answer: B ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 7**

Which tools are used during the Realize phase of an SAP S/4HANA Cloud deployment? 3  
answer

- A. SAP S/4HANA migration cockpit
- B. Implementation Guide
- C. Product Availability Matrix
- D. Test Tool
- E. Manage Your Solution application

**Answer: A,B,D ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 8**

What is the top-level organizational unit in an SAP S/4HANA Cloud system? Please choose the correct answer.

- A. Operating concern
- B. Controlling area
- C. Plant
- D. Company code

**Answer: A ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 9**

You evaluate a predictive model. What is the value range of predictive power and prediction confidence?

Please choose the correct answer. Note: Answers to this question are not verified by our experts, please study yourself and select the appropriate answers. Contribute: Please send the correct answers with reference text/link on

- A. From 0 to 10
- B. From 0 to 100
- C. From 0 to 1
- D. From 0 to 1000

**Answer: B ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 10**

You are working on a Sales Order Processing with Collective Billing (BKZ) process in SAP S/4HANA Cloud.

Which SAP Fiori app is proposed in the test script document to execute the mass creation of billing documents? Please choose the correct answer.

- A. Manage Billing Documents
- B. Create Billing Documents- VF04
- C. Create Billing Documents - VF01
- D. Create Billing Documents

**Answer: D ([LEAVE A REPLY](#))**

**NEW QUESTION: 11**

Which organizational units are directly linked to a plant? (2)

- A. Company code
- B. Storage location
- C. Sales office
- D. Credit control area

**Answer: A,B ([LEAVE A REPLY](#))**

**NEW QUESTION: 12**

Which of the following is a function of the delivering plant in SAP S/4HANA Cloud? Please choose the correct answer.

- A. To assign the storage location to the sales organization
- B. To link the distribution channel to the company code
- C. To allow the system to determine multiple shipping points
- D. To deliver goods for multiple sales organizations

**Answer: D ([LEAVE A REPLY](#))**

**NEW QUESTION: 13**

Which process steps are mainly automatic in the integration scenarios involving the sap Financial Services Network? 3 answers

- A. Payment status confirmation
- B. Payment status monitoring
- C. Instruction transfer
- D. Approval payment/collection
- E. Statement conversion

**Answer: A,C,E ([LEAVE A REPLY](#))**

**NEW QUESTION: 14**

A business creates an invoice in SAP Concur

Which actions, performed in SAP S/4HANA trigger an update in SAP Concur? 2 answers

- A. Reverse invoice
- B. Pay invoice
- C. Park invoice
- D. Post invoice

**Answer: B,D ([LEAVE A REPLY](#))**

**NEW QUESTION: 15**

You are working on a Sell from Stock (BD9) process in SAP S/4HANA Cloud. Which business role can confirm the shipment of goods by posting a goods issue? Please choose the correct answer.

- A. Shipping specialist

- B. Warehouse clerk
- C. Billing clerk
- D. Sales representative

**Answer: A ([LEAVE A REPLY](#))**

**NEW QUESTION: 16**

You receive a request for information for a product offering from a customer. In which sequence are the process steps executed?

- A.** 1. Create sales inquiry  
2. Accept sales inquiry  
3. Create sales contract
- B.** 1. Create customer  
2. Create sales quotation  
3. Create sales order
- C.** 1. Create customer  
2. Create sales quotation  
3. Create sales contract
- D.** 1. Create sales inquiry  
2. Accept sales inquiry  
3. Create sales order

**Answer: ([SHOW ANSWER](#))**

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**NEW QUESTION: 17**

How does SAP ensure the pre-delivered SAP Best Practices content is protected from unwanted changes in the SAP S/4HANA Cloud system? Please choose the correct answer.

- A. Expert configuration
- B. Self-service configuration UI
- C. Content Lifecycle Management
- D. Business role authorizations

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 18**

You are running the Sales Order Processing with Customer Down Payment (BKJ) process. Who creates the down payment request? Please choose the correct answer. Note: Answers to this question are not verified by our experts, please study yourself and select the appropriate answers. Contribute: Please send the correct answers with reference text/link on

- A. Shipping specialist
- B. Internal sales representative
- C. Billing clerk
- D. Accounts receivable accountant

**Answer: D ([LEAVE A REPLY](#))**

**NEW QUESTION: 19**

Real-Time Reporting and Monitoring

How can business users create new analytics content? 3 answers

- A. Create open core data services (CDS) views
- B. Change underlying database tables of standard data sources
- C. Create new data source via joins of standard data sources
- D. Create additional key figures in existing data sources
- E. Change existing data sources by adding filters

**Answer: A,D,E ([LEAVE A REPLY](#))**

**NEW QUESTION: 20**

SAP Activates for SAP S/4HANA Cloud Methodology and Best Practices What are the three main pillars of the SAP Activate methodology?

- A. Model company, migration content, integration content
- B. SAP Best Practices, guided configuration, methodology
- C. SAP Best Practices, guided configuration, except configuration
- D. SAP Best Practices, tools, Configuration

**Answer: B ([LEAVE A REPLY](#))**

**NEW QUESTION: 21**

Which capabilities support In-App extensibility for analytics? There are 2 correct answers to this question.

Note: Answers to this question are not verified by our experts, please study yourself and select the appropriate answers. Contribute: Please send the correct answers with reference text/link on

- A. SAP Fiori apps to guide the user when building reports
- B. Option to extend standard forms
- C. Out-of-the-box APIs for reporting
- D. Core Data Services (CDS) views to implement data sources

**Answer: A,B ([LEAVE A REPLY](#))**

**NEW QUESTION: 22**

When is the Quality system activated? Please choose the correct answer.

- A. After the Starter system is terminated
- B. After the organizational structure and chart of accounts are defined
- C. After the SAP Best Practices content is migrated from the Starter system
- D. After a new change project is created

**Answer: B ([LEAVE A REPLY](#))**

**NEW QUESTION: 23**

What can you do with the Simulate Import function of the Manage Your Solution SAP Fiori app? Please choose the correct answer. Note: Answers to this question are not verified by our experts, please study yourself and select the appropriate answers. Contribute: Please send the correct answers with reference text/link on

- A. Test migration data against the system customization.
- B. Simulate business process execution.
- C. Generate mass business transactions to test the system.
- D. Import best-practice business transactions and test business processes.

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 24**

What can you do with the Manage Sales Quotations app? (3)

- A. Reject all items for a selected sales quotation
- B. Process output for a selected sales quotation
- C. Extend the validity period for a selected sales quotation
- D. Execute the price determination for a selected sales quotation
- E. Search for sales quotations using a free text search

**Answer: A,C,E ([LEAVE A REPLY](#))**

**NEW QUESTION: 25**

How is master data replicated from SAP S/4HANA Cloud to SAP Concur? Please choose the correct answer.

- A. Data changes are replicated with a manual file transfer
- B. Data changes are replicated by a periodic job
- C. Data changes update a shared cloud infrastructure
- D. Data changes are replicated in real time

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 26**

What SAP Fiori app do you use to mass upload your customer master data to SAP S/4HANA Cloud? Please choose the correct answer.

- A. Create PI Documents
  - B. Customer Master
  - C. Maintain Business Partner
  - D. Manage Your Solution
- Answer: C ([LEAVE A REPLY](#))**

**NEW QUESTION: 27**

Which steps are part of the Sales Processing using Third-Party without Shipping Notification (BDK) process?

There are 3 correct answers to this question

- A. Create billing document
- B. Create outbound delivery
- C. Create inbound delivery
- D. Enter vendor invoice
- E. Approve and release purchase order

**Answer: A,D,E ([LEAVE A REPLY](#))**

**NEW QUESTION: 28**

Which information must you enter manually in the invoice correction process?

- A. Order reason
- B. Billing block
- C. Billing plan
- D. Return reason

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 29**

In which implementation phase do you perform data load preparation? Please choose the correct answer. Note:

Answers to this question are not verified by our experts, please study yourself and select the appropriate answers. Contribute: Please send the correct answers with reference text/link on

- A. Explore
- B. Deploy
- C. Realize

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 30**

Which technology is used to integrate SAP S/4HANA Cloud with other SAP and non-SAP applications?

- A. SAP Change and Transport System
- B. Direct connectivity
- C. SAP Landscape Transformation Replication Server

D. SQL Connect function

**Answer: B (LEAVE A REPLY)**

**NEW QUESTION: 31**

Which of the following are main steps in the free of charge delivery process? (2)

A. Create sales order

B. Perform delivery split

C. Confirm proof of delivery

D. Create outbound delivery

**Answer: A,D (LEAVE A REPLY)**

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**NEW QUESTION: 32**

You save a sales order in Sales Processing using Third-Party without Shipping Notification (BDK). What is automatically created for each relevant third party? Please choose the correct answer. Note: Answers to this question are not verified by our experts, please study yourself and select the appropriate answers. Contribute:

Please send the correct answers with reference text/link on [feedback@erpprep.com](mailto:feedback@erpprep.com) to get up to 50% cashback.

A. Purchase order

B. Delivery

C. Purchase requisition

D. Billing document

**Answer: C (LEAVE A REPLY)**

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