

SAP.C-S4CS-2111.v2022-02-28.q59

Exam Code:	C-S4CS-2111
Exam Name:	SAP Certified Application Associate - SAP S/4HANA Cloud (public) - Sales Implementation
Certification Provider:	SAP
Free Question Number:	59
Version:	v2022-02-28
# of views:	1356
# of Questions views:	590
https://www.freepdfdumps.com/SAP.C-S4CS-2111.v2022-02-28.q59.html	

NEW QUESTION: 1

Which of the following is a function of the delivering plant in SAP S/4HANA Cloud?

Please choose the correct answer.

Response:

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

Answer: C (LEAVE A REPLY)

NEW QUESTION: 2

A business creates an invoice in SAP Concur. Which actions, performed in SAP S/4HANA, trigger an update in SAP Concur?

There are 2 correct answers to this question.

Response:

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

Answer: A,D (LEAVE A REPLY)

NEW QUESTION: 3

You work on a Sell from Stock (BD9) process in SAP S/4HANA Cloud. Which business role can post goods issues?

Please choose the correct answer.

Response:

- A. Shipping specialist
- B. Inventory manager
- C. Warehouse clerk
- D. Resource manager

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 4

Which system behavior can you influence when you use the Create Billing Documents SAP Fiori app?

There are 2 correct answers to this question.

Response:

- A. Re-determine prices at creation of the billing document.
- B. Create separate billing documents for each item on the billing due list.
- C. Check the legal control status.
- D. Set the billing date and billing type before the billing.

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

NEW QUESTION: 5

Which data objects can be replicated to SAP Concur?

There are 3 correct answers to this question.

Response:

- A. Internal orders
- B. Project work breakdown structure elements
- C. Cost centers
- D. Bills of material
- E. Purchase orders

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 6

What does Convergent Billing allow you to combine in a unique invoice?

Please choose the correct answer.

Response:

- A. Billing due for sales documents

Billing due for deliveries

- B. Billing due for sales orders

Billing due for return orders

- C. Billing due for SD documents

Billing information from a non-SAP system

- D. Billing due for sales documents

Billing due for purchase orders

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

NEW QUESTION: 7

In a predictive model for sales, what does the quotation conversion rate measure?

Please choose the correct answer.

Response:

A. The percentage of the net value of billing documents that was converted from quotations

B. The percentage of the net value order items that was converted from quotation items

C. The percentage of the number of order items that was converted from quotation items

D. The percentage of the number of orders that was converted from quotations

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 8

Which end-to-end solution does intercompany sales order processing for domestic and international customers belong to?

Please choose the correct answer.

Response:

A. Invoice and payables management

B. Order and contract management

C. Receivables management

D. Inventory management

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 9

How can a product be acquired after a material requirements planning run?

There are 2 correct answers to this question.

Response:

A. Using a service order

B. Using a consignment issue order

C. Using a purchase requisition

D. Using a planned order

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

NEW QUESTION: 10

You need to manage a customer down payment. Which action do you perform during sales order entry?

Please choose the correct answer.

Response:

A. Enter an appropriate item in the billing plan of the sales order.

- B. Create a sales order with a dedicated order type.
- C. Assign a particular category to the sales order item.
- D. Enter a specific condition in the pricing procedure of the sales order.

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

NEW QUESTION: 11

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

Please choose the correct answer.

Response:

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

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

NEW QUESTION: 12

According to the SAP Activate methodology, in what phase is Data Load Preparation executed?

Please choose the correct answer.

Response:

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

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

NEW QUESTION: 13

You are running the Sales Order Processing with Customer Down Payment (BKJ) process. Who creates the down payment request?

Please choose the correct answer.

Response:

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

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

NEW QUESTION: 14

Which organizational element determines that the sales area can belong to only one company code?

Please choose the correct answer.

Response:

- A. Plant
- B. Division
- C. Sales organization
- D. Distribution channel

Answer: (SHOW ANSWER)

NEW QUESTION: 15

You are working on an Invoice Correction Process with Credit Memo (BKL) process in SAP S/4HANA Cloud. What does the Create Credit Memo Request process step indicate?

Please choose the correct answer.

Response:

- A. Customer's intention to buy the goods
- B. Intention to pass a credit to the customer
- C. Authorization to pass a credit
- D. Delivery of credit memo to the customer

Answer: B (LEAVE A REPLY)

NEW QUESTION: 16

Which activity does the expert configuration allow?

Please choose the correct answer.

Response:

- A. Adaptation of editable fields within SAP Best Practices content
- B. Deletion of SAP Best Practices content before Quality system activation
- C. Customization of SAP objects by the SAP Service Center
- D. Creation of new processes in customer owned area

Answer: C (LEAVE A REPLY)

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NEW QUESTION: 17

Which organizational units can form a sales area in SAP S/4HANA Cloud?

Please choose the correct answer.

Response:

- A. The sales organization, the delivering plant, and the division
- B. The company code, the plant, and the sales organization
- C. The sales organization, the distribution channel, and the division
- D. The sales organization, the distribution channel, and the shipping point

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

NEW QUESTION: 18

You are preparing for data migration for a new SAP S/4HANA Cloud customer. What must the customer do to prepare?

Please choose the correct answer.

Response:

- A. Change the provided Microsoft Excel templates to match the customer's requirements.
- B. Define specifications for data extraction on legacy system.
- C. Select the applicable data migration objects from the complete list of objects.
- D. Design the interfaces with the non-SAP legacy system for mass transfer.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 19

You are working on a Sale from Stock (BD9) process in SAP S/4HANA Cloud. Which of the following process steps is the shipping specials responsible for?

There are 2 correct answers to this question.

Response:

- A. Run Advanced Available-to-Promise
- B. Create batches
- C. Add freight costs
- D. Create outbound delivery

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 20

What are the steps for conducting automated business process testing?

There are 3 correct answers to this question.

Response:

- A. Run the test
- B. Assess data management
- C. Create a test plan
- D. Create a test system
- E. Correct and return failed test processes

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

NEW QUESTION: 21

Which functionalities are supported by the SAP Fiori Test Your Processes app?

There are 2 correct answers to this question.

Response:

- A. Create or change test plans
- B. Remediate failed test scenarios
- C. Migrate test plans for execution
- D. Import custom test plans

Answer: (SHOW ANSWER)

NEW QUESTION: 22

When is the Quality system activated?

Please choose the correct answer.

Response:

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

Answer: B (LEAVE A REPLY)

NEW QUESTION: 23

Which levels constitute the structure of a sales order?

Please choose the correct answer.

Response:

- A. Header Item Schedule line
- B. Sales organization Distribution channel Division
- C. Customer Material Inventory
- D. Order Delivery Billing

Answer: A (LEAVE A REPLY)

NEW QUESTION: 24

Which adjustments can a business user make to a report?

There are 3 correct answers to this question.

Response:

- A. Personalizes the data selection
- B. Save adjustments in personalized variants
- C. Add column-based calculations
- D. Add public Core Data Services (CDS) views
- E. Enable report calls to math or string libraries

Answer: A,B,C (LEAVE A REPLY)

NEW QUESTION: 25

You use the SAP Fiori Analytical Apps for Sales (1BS) in SAP S/4HANA Cloud. What information do these analytical apps provide in the Order-to-Cash process?

There are 2 correct answers to this question.

Response:

- A. The current status of sales volumes and profit margins
- B. The current status of the customer's credit limit
- C. The current status of sales orders, quotations, and back orders
- D. The current status of warehouse stock levels

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

NEW QUESTION: 26

Which tools help you accelerate the Fit-to-Standard processes?

There are 3 correct answers to this question.

Response:

- A. Business process flows
- B. Starter system
- C. Self-service configuration UI
- D. Content Lifecycle Management
- E. Test scripts

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

NEW QUESTION: 27

You are integrating SAP S/4HANA Cloud with Ariba payment and discount management.

Which of the following steps are part of the provided business process?

There are 2 correct answers to this question.

Response:

- A. Post supplier invoice
- B. Suggest discount for early payment
- C. Create goods receipt
- D. Receive remittance advice

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

NEW QUESTION: 28

Which of the following criteria must a quotation meet to be considered in the Quotation Conversion Rate KPI?

There are 2 correct answers to this question.

Response:

- A. Header status is completed
- B. Net Value > 0
- C. Valid on the current date
- D. Reference to an inquiry

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

NEW QUESTION: 29

What function do you perform during the data load preparation?

Please choose the correct answer.

Response:

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

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

NEW QUESTION: 30

According to the SAP Activate methodology, in what phase is the Fit-to-Standard workshop executed?

Please choose the correct answer.

Response:

- A.** Explore
- B.** Prepare
- C.** Deploy
- D.** Realize

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

NEW QUESTION: 31

What is the purpose of the Starter system in the SAP S/4HANA Cloud implementation project?

Please choose the correct answer.

Response:

- A.** To conduct a blueprint workshop to identify all customer requirements for a completely customized solution
- B.** To demonstrate SAP Best Practices processes in a preconfigured system and identify customer personalization requirements
- C.** To demonstrate the customer's personalized solution, including process flows, the organizational structure, and authorizations
- D.** To configure the customer's personalized solution for demonstration and testing during the Realize phase

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

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NEW QUESTION: 32

You are working in the SAP Fiori analytical apps for sales (1BS) in SAP S/4HANA Cloud. Which role would allow a user to launch the largest number of analytical apps for sales? Please choose the correct answer.

Response:

- A. Shipping specialist
- B. Sales manager
- C. Billing clerk
- D. Returns refund clerk

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 33

What SAP Fiori app do you use to mass upload your customer master data to SAP S/4HANA Cloud?

Please choose the correct answer.

Response:

- A. Create PI Documents
- B. Customer Master
- C. Maintain Business Partner
- D. Manage Your Solution

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

NEW QUESTION: 34

How can business users create new analytics content?

There are 3 correct answers to this question.

Response:

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 35

What do you typically do before discussing how the standard process fits with the customer's requirements?

Please choose the correct answer.

Response:

- A. Identify the required configuration
- B. Identify gaps
- C. Perform a delta scope prioritization
- D. Demonstrate the business scenarios and concepts

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

NEW QUESTION: 36

Which of the following scope item groups belong to the sales line of business within the SAP Best Practices for SAP S/4HANA Cloud for Enterprise Management?

There are 2 correct answers to this question.

Response:

- A. Cost management and profitability analysis
- B. Order and contract management
- C. Sales performance management
- D. Invoice and payables management

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 37

In which implementation phase do you perform data load preparation?

Please choose the correct answer.

Response:

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

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

NEW QUESTION: 38

You are working on a Sales Contract Management (I9I) process in SAP S/4HANA Cloud. Against which contract types can you create release orders?

There are 2 correct answers to this question.

Response:

- A. Master contract
- B. Value contract
- C. Quantity contract
- D. Service and maintenance contract

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

NEW QUESTION: 39

How does the implementation consultant support the customer during Fit-to-Standard workshops?

There are 2 correct answers to this question.

Response:

- A.** Review current custom code in the customer system
- B.** Demonstrate SAP Best Practices in the Starter system
- C.** Highlight gaps that require configuration or extensibility decisions
- D.** Show and explain all available self-service configuration UIs

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

NEW QUESTION: 40

What middleware is used to integrate SAP S/4HANA Cloud with SAP Concur?

Please choose the correct answer.

Response:

- A.** SAP Landscape Transformation Replication Server
- B.** SAP Process Orchestration
- C.** SAP Process Integration
- D.** SAP Cloud Platform Integration

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 41

You are working in the SAP Fiori analytical apps for sales (1BS) in SAP S/4HANA Cloud. Which apps do you use to analyze the confirmation of sales orders?

There are 3 correct answers to this question.

Response:

- A.** Sales volume - Check open sales
- B.** Sales orders - Demand fulfilment
- C.** Sales order items - Confirmed
- D.** Sales order items - Backorders
- E.** Sales volume - Credit memos

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

NEW QUESTION: 42

Which activities can you execute in the Maintain Business Roles SAP Fiori app?

There are 2 correct answers to this question.

Response:

- A.** Assign authorization profiles to a business role
- B.** Maintain general restrictions

- C. Maintain catalog roles
- D. Assign business catalogs to a Business role

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

NEW QUESTION: 43

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 filter parameter values?

Please choose the correct answer.

Response:

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

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

NEW QUESTION: 44

What process step is executed in the SAP Financial Services Network (FSN)?

Please choose the correct answer.

Response:

- A. Account update
- B. Instruction conversion
- C. Statement reconciliation
- D. Statement transfer

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

NEW QUESTION: 45

In a predictive model, what does the predictive power measure?

Please choose the correct answer.

Response:

- A. The ability of the input parameters to explain the target
- B. The ability to have the same level of performance on every new dataset
- C. The percentage of correct responses in the output dataset
- D. The quantity of predictions that can be realized in the unit of time

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

NEW QUESTION: 46

What is the minimum data replication interval between SAP S/4HANA Cloud and SAP Concur?

Please choose the correct answer.

Response:

- A. Hour
- B. Day
- C. Minute
- D. Second

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

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NEW QUESTION: 47

Which activities are performed by the SAP Global Service Center?

There are 2 correct answers to this question.

Response:

- A. Legacy data migration
- B. Expert configuration
- C. SAP Best Practices model company activation
- D. User training content development

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

NEW QUESTION: 48

Which activity do you perform during the data load preparation?

Please choose the correct answer.

Response:

- A. Simulate data load in the new cloud system
- B. Define specifications for data extraction on legacy system
- C. Fill in migration templates with legacy data
- D. Resolve data issues from the simulation process

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

NEW QUESTION: 49

Which data objects are standard migration objects in SAP S/4HANA Cloud?

There are 3 correct answers to this question.

Response:

- A. Bank master data

- B. Profit centers
- C. Customer open items
- D. Sales organizations
- E. Plants

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

NEW QUESTION: 50

What does SAP recommend you do to maintain the organizational structure in SAP S/4HANA Cloud?

Please choose the correct answer.

Response:

- A. You create brand new organizational units. Copy of existing units is NOT allowed
- B. You copy the existing organizational units and rename the copies
- C. You rename the existing organizational units. Creation of new units is NOT allowed
- D. You delete or rename the existing organizational units

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 51

What is the purpose of the Fit-to-Standard workshop?

Please choose the correct answer.

Response:

- A. To understand and be aware of gaps between business processes and SAP standard processes
- B. To design enhancements to cover the gaps between business processes and SAP standard processes
- C. To map the standard SAP roles to people in the organization
- D. To alter the standard SAP processes so that they fit with the customer's requirements

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

NEW QUESTION: 52

You are integration SAP Ariba with SAP S/4HANA Cloud. What do the integration scenarios enable you to do?

There are 3 correct answers to this question.

Response:

- A. Transfer sales orders to your customers
- B. Transfer promotion discounts to your customers
- C. Transfer purchase orders to your suppliers
- D. Start finding sources of supply for purchase requisitions
- E. Transfer suggestions of discounts for early invoice payments to your suppliers

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

NEW QUESTION: 53

What is the difference between the Free of Charge Delivery process and the Sell from Stock process?

Please choose the correct answer.

Response:

- A. Billing type
- B. Picking document type
- C. Delivery document type
- D. Sales document type

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

NEW QUESTION: 54

In a predictive model, what does prediction confidence measure?

Please choose the correct answer.

Response:

- A. The ability of the input parameters to explain the target
- B. The ability to display the same performance level on new datasets compared to the training dataset
- C. The ability to produce results with a constant level of correctness
- D. The percentage of correct responses in the output dataset

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 55

What determines the plan layout in the Planning Apps for Sales (100) scope item?

There are 2 correct answers to this question.

Response:

- A. Versions defined by the user
- B. Plan data defined by the user
- C. Attributes defined by the user
- D. Dimensions defined by the user

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

NEW QUESTION: 56

What are key activities of the Prepare phase of the SAP Activate methodology?

There are 3 correct answers to this question.

Response:

- A. System provisioning
- B. User training
- C. Customer self-enablement
- D. Data migration
- E. Project setup

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

NEW QUESTION: 57

You are developing an extension in the SAP Cloud Platform. Which SAP S/4HANA Cloud APIs can you directly access?

There are 3 correct answers to this question.

Response:

- A.** OData services
- B.** ABAP classes
- C.** IDocs through SOAP
- D.** Service-oriented architecture (SOA) services
- E.** BAPIs

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 58

Which SAP offering helps customers accelerate the implementation process for SAP S/4HANA Cloud?

Please choose the correct answer.

Response:

- A.** SAP Activate
- B.** SAP Leonardo
- C.** ASAP
- D.** Rapid Application Development

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

NEW QUESTION: 59

What can you do in SAP S/4HANA Cloud to restrict price agreements for a customer to a specific product line?

There are 2 correct answers to this question.

Response:

- A.** Create a sales office for the relevant products
- B.** Assign a new division to a sales organization
- C.** Assign a new shipping point to the delivering plant
- D.** Create a division to group the relevant products

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

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