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Exam : **C-S4CS-2111**

Title : SAP Certified Application Associate - SAP S/4HANA Cloud (public) - Sales Implementation

Vendor : SAP

Version : DEMO

NO.1 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: B

NO.2 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. Customer Contacts
- B. Open Sales Orders
- C. Sales Quotation Pipeline
- D. Quick Actions

Answer: D

NO.3 Which activities are performed by the SAP Global Service Center?

There are 2 correct answers to this question.

Response:

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

Answer: C,D

NO.4 Which user ID must be locked for security reasons after you create an administrator business user?

Please choose the correct answer.

Response:

- A. SAP Lifecycle Management Administrator (SAP_LMADM)
- B. SAP Customer Initial User (SAP_CUST_INI)
- C. SAP Customer Business User (SAP_CUST_BUS)
- D. SAP E-Mail Inbound Processing (SAP_SMTP_IN)

Answer: B

NO.5 You receive a request for information from a customer. What sequence of process steps is a valid response to the request?

Please choose the correct answer.

Response:

- A.** Create sales inquiry, accept sales inquiry, create sales order
- B.** Create customer, create sales quotation, create sales order
- C.** Create customer, create sales quotation, create sales contract
- D.** Create sales inquiry, reject sales inquiry, create sales contract

Answer: A

NO.6 According to the SAP Activate methodology, in what phase is the Fit-to-Standard workshop executed?

Please choose the correct answer.

Response:

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

Answer: C

NO.7 When is the Quality system activated?

Please choose the correct answer.

Response:

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

Answer: A

NO.8 What does Convergent Billing allow you to combine in a unique invoice?

Please choose the correct answer.

Response:

- A.** Billing due for sales orders
Billing due for return orders
- B.** Billing due for sales documents
Billing due for purchase orders
- C.** Billing due for sales documents
Billing due for deliveries
- D.** Billing due for SD documents
Billing information from a non-SAP system

Answer: D

NO.9 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.** Shipping specialist

- C. Billing clerk
- D. Internal sales representative

Answer: C

NO.10 Which information must you enter manually in the invoice correction process?

Please choose the correct answer.

Response:

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

Answer: C