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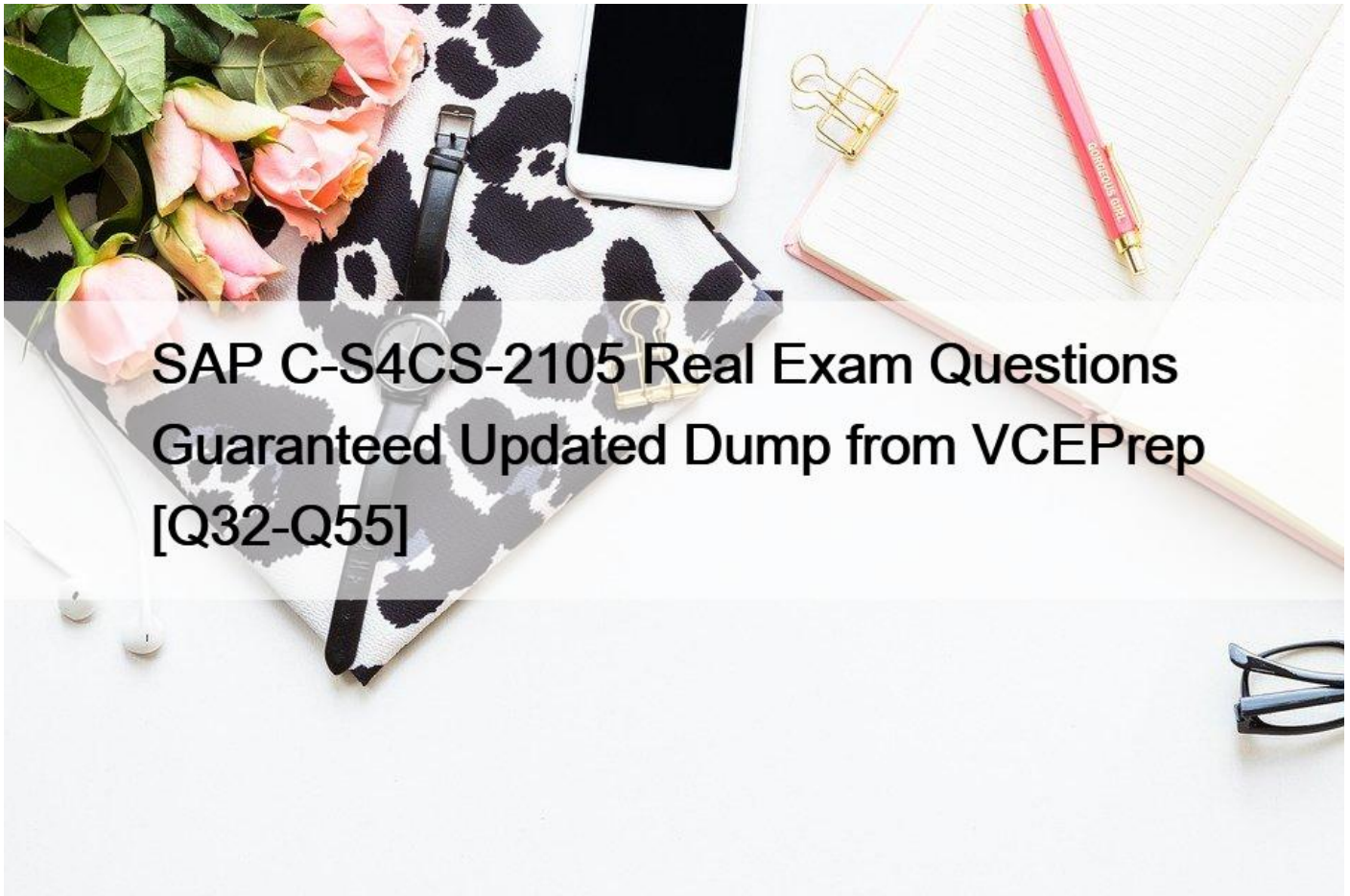

SAP C-S4CS-2105 Real Exam Questions Guaranteed Updated Dump from VCEPrep
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SAP S/4HANA Cloud Sales Implementation Certification Exam Details:

Duration180 minsSample QuestionsSAP S/4HANA Cloud Sales Implementation Certification Sample
QuestionsLevelAssociateExam NameSAP Certified Application Associate - SAP S/4HANA Cloud (public) - Sales
ImplementationExam CodeC_S4CS_2105Schedule ExamSAP TrainingNumber of Questions80

NO.32 Which steps are part of the Sales Processing using Third-Party without Shipping Notification (BDK) process?

There are 3 correct answers to this question

* Create inbound delivery
* Create billing document
* Enter vendor invoice

* Create outbound delivery
* Approve and release purchase order

NO.33 In whatphase of the SAP Activate methodology do you test the business process?
* Preset
* Realize
* Explorer
* Change

NO.34 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
* The transportation zone from the business partner master record ofthe sold-to party.
* The shipping condition from the business partner master record of the sold-to party
* The transportation group from the material master record
* The loading group from the material master record
* The departure zone of the shippingpoint

NO.35 For which parameter is the percentage of conversion from quotation to order calculated in Predictive Analytics Model Training- Sales (2YJ)? 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
* Netvalue of order items
* Net value of invoiced order items
* Quantity of order items
* Quantity of invoiced order items

NO.36 Which technology is used to integrate SAP S/4HANA Cloud with other SAP and non-SAP applications?
* SAP Change and Transport System
* SQL Connect function
* SAP Landscape Transformation Replication Server
* Direct connectivity

NO.37 When you create a sales order item, in which sequence is the master data read to determine the delivery plant?

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
* 1. Customer-material info record

2. Business partner (ship-to party)

3. Material master record
* 1. Customer-material info record

2. Material master record

3.Business partner (ship-to party)
* 1. Material master record

2. Business partner (ship-to party)

3. Customer-material info record
* 1. Business partner (ship-to party)

2. Material master record

3. Customer-material info record

NO.38 What does SAP S/4HANA Enterprise Management Cloud provide? There are TWO answers for this Question
* Native integration with non-SAP cloud solutions
* Preconfigured content for core services
* Guided configuration tools
* Access to the implementation Guide (IMG)

NO.39 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 tothis 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 to get up to 50% cashback.
* Purchase order
* Billing document
* Delivery
* Purchase requisition

NO.40 Which tools help you accelerate the Fit-to-Standard processes? There are THREE answers for this Question
* Test scripts
* Business process flows
* Self-service configuration Ul
* Content Lifecycle Management
* Starter system

NO.41 You want to authenticate employees in SAP Cloud Identity. In which app can you download a .CSV file with the list of users? Please choose the correct answer.
* Maintain Communication Users
* Maintain Business Roles
* Maintain Business Users
* Maintain Catalog Roles

NO.42 In SAP S/4HANA Cloud, which documents can be subsequently created after a sales inquiry? (2)
* Quantity contract
* Sales quotation
* Value contract
* Sales order

NO.43 How is master data replicated from SAP S/4HANA Cloud to SAP Concur? Please choose the correct answer.
* Data changes are replicated by a periodic job
* Data changes are replicated in real time
* Data changes are replicated with a manual file transfer
* Data changes update a shared cloud infrastructure

NO.44 According to the SAP Activate methodology, in what phase is the Fit-to-Standard workshop executed? Please choose the correct answer.
* Prepare
* Deploy
* Realize
* Explore

NO.45 Which of the following is a function of the deliveringplant in SAP S/4HANA Cloud? Please choose the correct answer.
* To link the distribution channel to the company code
* To deliver goods for multiple sales organizations
* To assign the storage location to the sales organization
* To allow the system to determine multiple shipping points

NO.46 How does the implementation consultant support the customer during Fit-to-Standard workshops? There are TWO answers for this Question
* Demonstrate SAP Best Practices in the Starter system
* Review currentcustom code in the customer system
* Highlight gaps that require configuration or extensibility decisions
* Show and explain all available self-service configuration Uls

NO.47 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.
* Quick Actions
* Customer Contacts
* Open Sales Orders
* Sales Quotation Pipeline

NO.48 Scope Item Level for Financial Supply Chain Management

To which of thefollowing objects do you assign approval patterns to manage bank accounts? 2 answers
* Company code
* Account type
* Bank account ID
* Payment signatory

NO.49 What is the organizational unit at the top-most level in SAP S/4HANACloud?
* Company code
* Controlling area
* Operating concern
* Plant

NO.50 What is thetop-level organizational unit in an SAP S/4HANA Cloud system? Please choose the correct answer.
* Operating concern
* Company code
* Plant
* Controlling area

NO.51 What SAP Fiori app do youuse to mass upload your customer master data to SAP S/4HANA Cloud? Please choose the correct answer.

* Create PI Documents
* Customer Master
* Maintain Business Partner
* Manage Your Solution

NO.52 You evaluate a predictive model. What is the value range of predictive power and prediction confidence?

Please choose thecorrect 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
* From 0 to 100
* From Oto 1000
* From Oto 10
* From 0 to 1

NO.53 What does SAP recommend you do to maintain the organizational structure in SAP S/4HANA Cloud? Please choose the correct answer.
* You delete or rename the existing organizational units
* You rename the existing organizational units.Creation of new units is NOT allowed
* You copy the existing organizational units and rename the copies
* You create brand new organizational units. Copy of existing units is NOT allowed

NO.54 Which user ID must be locked for security reasons after you create an administrator business user? Please choose the correct answer.
* SAP Lifecycle Management Administrator (SAP_LMADM)
* SAP Customer Business User (SAP_CUST_BUS)
* SAP Customer Initial User (SAP_CUST_INI)
* SAP E-Mail Inbound Processing (SAP_SMTP_IN)

NO.55 In the Planning Apps for Sales (100) scope item, which of thefollowing does the pan layout generated by the system depend on? There are TWO answers for this Question
* Attributes defined by the user
* Plan data defined by the user
* Version defined by the user
* Dimensions defined by the user

SAP C-S4CS-2105 Exam Syllabus Topics:

TopicDetailsTopic 1- Describe the concepts of extensibility and integration and their implementations- Scope Item Level Implementation for AnalyticsTopic 2- Describe the SAP Activate Implementation Methodology, best practices and Content Lifecycle Management- Sales Inquiry (1IQ), and Convergent Billing (1MC)Topic 3- Describe the RISE with SAP strategy and the solution scope of SAP S- 4HANA Cloud (public)- Perform Tasks related to Sales Contract Management (I9I)Topic 4 - Explain Organizational Units and the basic best practices for system data- Invoice Correction Process with Credit Memo

(BKL), and Invoice Correction Process with Debit Memo (BDQ)Topic 5- Sales Quotation (BDG), Sell from Stock (BD9), Sales Order Processing with Collective Billing (BKZ)- SAP Activate Methodology and Best PracticesTopic 6- Perform Tasks related to Order-to-Cash Performance Monitoring (BKN)- Scope Item Level Implementation for Core SalesTopic 7- Identify Self-Service Configuration UIs for data migration, prepare data migration- Customer Returns (BDD), Credit Memo Processing (1EZ), Debit Memo Processing (1F1)

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