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**SAP Certified Application Associate SAP
S/4HANA Cloud (public) Sales Implementation**

SAP C S4CS 2302

Version Demo

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QUESTION NO: 1

What organizational element is used with the combination of sales organization and distribution channel to form a sales area? Please choose the correct answers

- A. Plant
- B. Sales group
- C. Division
- D. Sales office

ANSWER: C

QUESTION NO: 2

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

ANSWER: C D

QUESTION NO: 3

In SAP Central Business Configuration, what does the "Confirm Scope and Organizational Structure is Completed" milestone trigger in the Implementation Project?

- A. Installation of the Starter System
- B. Initial Transport from Quality to Production
- C. Installation of the Production System
- D. Installation of the Quality System

ANSWER: C

QUESTION NO: 4

You are performing data migration using the SAP S/4HANA Migration Cockpit. The same record exists twice in your upload file. At which stage does the upload of the migration template fail due to the duplicated record?

- A. Simulate Import
- B. Validate Data
- C. Convert Values
- D. Execute Import

ANSWER: A

QUESTION NO: 5

What are some characteristics of SAP HANA Enterprise Cloud? Note: There are 3 correct answers to this question.

- A. It is a Platform as a Service (PaaS) plus managed services.
- B. Services include provisioning, patching, and upgrading.
- C. It is an Infrastructure as a Service (IaaS) plus managed services
- D. SAP runs your application in a shared environment
- E. Customers can bring their own licensed SAP applications.

ANSWER: B C E

QUESTION NO: 6

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

ANSWER: A D

QUESTION NO: 7

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

ANSWER: B

QUESTION NO: 8

Which app do you use to extend the existing organizational units?

- A. Manage Schedule Agreements
- B. Manage Business Users
- C. Manage Mass Maintenance
- D. Manage Your Solution

ANSWER: D

QUESTION NO: 9

Which system behavior can you influence when you use the Create Billing Documents SAP Fiori app? 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. Check the legal control status.
- B. Set the billing date and billing type before the billing.
- C. Create separate billing documents for each item on the billing due list.
- D. Re-determine prices at creation of the billing document.

ANSWER: C D

QUESTION NO: 10

You need to integrate the headquarters of a company running on SAP S/4HANA with a subsidiary running on SAP S/4HANA Cloud. In a 2-tier ERP scenario, which integration technologies can you use? Note: There are 2 correct answers to this question.

- A. SAP Cloud Integration Automation Service
- B. SAP Open Connectors
- C. SAP Process Orchestration
- D. SAP Cloud Connector

ANSWER: C D