



C_S4CS_2111

SAP S/4HANA Cloud Sales Implementation Certification Questions & Answers



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C_S4CS_2111

SAP Certified Application Associate - SAP S/4HANA Cloud - Sales Implementation

80 Questions Exam – 58% Cut Score – Duration of 180 minutes

C_S4CS_2111 Practice Test

ERPPrep.com's C_S4CS_2111 PDF is a comprehensive compilation of questions and answers that have been developed by our team of SAP S/4HANA Cloud Sales Implementation experts and experienced professionals. To prepare for the actual exam, all you need is to study the content of this exam questions. You can identify the weak area with our premium C_S4CS_2111 practice exams and help you to provide more focus on each syllabus topic covered. This method will help you to boost your confidence to pass the SAP S/4HANA Cloud Sales Implementation certification with a better score.

C_S4CS_2111 Questions and Answers Set

Question: 1

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.

- a) Sales Quotation Pipeline
- b) Customer Contacts
- c) Quick Actions
- d) Open Sales Orders

Answer: c

Question: 2

Where do you activate SAP Best Practice processes in your quality system?

Please choose the correct answer.

- a) SAP Best Practices Explorer
- b) SAP Solution Builder
- c) SAP S/4HANA Cloud Manage Your Solution app
- d) SAP Central Business Configuration

Answer: d

Question: 3

What capabilities are available in SAP Central Business Configuration?

There are 2 correct answers to this question.

- a) Provision the quality and production system
- b) Deploy the solution scope
- c) Maintain Business Users
- d) Migrate data

Answer: a, b

Question: 4

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

There are 2 correct answers to this question.

- a) Create a division to group the relevant products.
- b) Assign a new sales office to a sales organization.
- c) Create a sales office for the relevant products.
- d) Assign a new division to a sales organization.

Answer: a, d

Question: 5

Which business objects were initially released as part of the SAP One Domain Model?

There are 2 correct answers to this question.

- a) Workforce person
- b) Cost center
- c) Supplier
- d) Business partner

Answer: a, b

Question: 6

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.

- a) Value contract
- b) Master contract
- c) Quantity contract
- d) Service and maintenance contract

Answer: a, c

Question: 7

You are fulfilling customer orders on SAP S/4HANA Cloud. What is the function of the delivering plant during this process?

Please choose the correct answer.

- a) To assign the storage location to the sales organization
- b) To supply goods through multiple sales organizations
- c) To link the distribution channel to the company code
- d) To allow the system to determine multiple shipping points

Answer: b

Question: 8

You are working on a Credit Memo Processing (1EZ) process in SAP S/4HANA Cloud. What does the Remove Billing Block step in credit memo processing indicate?

Please choose the correct answer.

- a) Permission to release a credit note
- b) Customer's intention to return stock
- c) Customer's intention to pass a credit
- d) Permission to receive the credit memo from the customer

Answer: a

Question: 9

What must be defined in SAP Central Business Configuration prior to creating the organizational structure?

There are 2 correct answers to this question.

- a) Fiscal year variant
- b) Group currency
- c) Chart of accounts
- d) Leading ledger

Answer: a, b

Question: 10

What is the most significant feature of a hybrid cloud?

Please choose the correct answer.

- a) Its resources are shared by multiple customers and accessed via the Internet.
- b) It is a mix of private cloud and public cloud.
- c) It is a mix of on-premise and cloud solutions.
- d) It is made available on the premises of a third-party cloud provider.

Answer: b

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