

SAP.C-S4CS-2111.v2022-03-21.q56

Exam Code:	C-S4CS-2111
Exam Name:	SAP Certified Application Associate - SAP S/4HANA Cloud (public) - Sales Implementation
Certification Provider:	SAP
Free Question Number:	56
Version:	v2022-03-21
# of views:	1497
# of Questions views:	560
https://www.freeqas.com/qa/SAP/C-S4CS-2111/SAP.C-S4CS-2111.v2022-03-21.q56.html	

NEW QUESTION: 1

Which in-app extensibility options are available in SAP S/4HANA Cloud?

There are 2 correct answers to this question.

Response:

- A. Key user extensibility
- B. Integration extensibility
- C. Classic extensibility
- D. Managed extensibility

Answer: A,D (LEAVE A REPLY)

NEW QUESTION: 2

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 order items that was converted from quotation items
- B. The percentage of the net value of billing documents that was converted from quotations
- 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: 3

What part of SAP Best Practices typically takes up the most time in the planned workshops?

Please choose the correct answer.

Response:

- A. Business processes
- B. Data migration
- C. Organization structure
- D. Business roles

Answer: A (LEAVE A REPLY)

NEW QUESTION: 4

You are working on a Sell from Stock (BD9) process in SAP S/4HANA Cloud. Which process step confirms a customer's intent to buy the goods?

Please choose the correct answer.

Response:

- A. Execute picking
- B. Create billing document
- C. Create sales quotation
- D. Create sales order

Answer: D (LEAVE A REPLY)

NEW QUESTION: 5

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

Answer: A,D (LEAVE A REPLY)

NEW QUESTION: 6

You are working on a Sales Quotation (BDG) process in SAP S/4HANA Cloud. After a customer accepts a sales quotation, which of the following objects can you create?

Please choose the correct answer.

Response:

- A. Inquiry
- B. Delivery document
- C. Billing document
- D. Sales order

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

NEW QUESTION: 7

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

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

NEW QUESTION: 8

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. Migrate test plans for execution
- C. Remediate failed test scenarios
- D. Import custom test plans

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

NEW QUESTION: 9

Which tools are available in the Manage Your Solution SAP Fiori app?

There are 2 correct answers to this question.

Response:

- A. Maintain Business Catalogs
- B. Maintain Communication Users
- C. Migrate Your Data
- D. Configure Your Solution

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

NEW QUESTION: 10

In a predictive model, what does prediction confidence measure?

Please choose the correct answer.

Response:

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

D. The ability of the input parameters to explain the target

Answer: A (LEAVE A REPLY)

NEW QUESTION: 11

Which benefits does the use of guided configuration provide in SAP S/4HANA Cloud?

There are 2 correct answers to this question.

Response:

A. Simpler data migration

B. More options for process configuration compared to an on-premise solution

C. Automated testing

D. Simpler configuration

Answer: C,D (LEAVE A REPLY)

NEW QUESTION: 12

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. Create a division to group the relevant products

C. Assign a new shipping point to the delivering plant

D. Assign a new division to a sales organization

Answer: B,D (LEAVE A REPLY)

NEW QUESTION: 13

What can you do with the Simulate Import function of the Manage Your Solution SAP Fiori app?

Please choose the correct answer.

Response:

A. Generate mass business transactions to test the system.

B. Simulate business process execution.

C. Import best-practice business transactions and test business processes.

D. Test migration data against the system customization.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 14

You are working on a Sales Order Processing with Collective Billing (BKZ) process in SAP S/4HANA Cloud.

Which of the following split criteria always prevent the combination of multiple sales orders into a single outbound delivery?

There are 2 correct answers to this question.

Response:

- A. Payment term
- B. Shipping point
- C. Ship-to party
- D. Plant

Answer: B,C (LEAVE A REPLY)

NEW QUESTION: 15

Which capabilities support extensibility for analytics?

There are 3 correct answers to this question.

Response:

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

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

NEW QUESTION: 16

You are working on a Sell from Stock (BD9) process in SAP S/4HANA Cloud. Which business role can confirm the shipment of goods by posting a goods issue?

Please choose the correct answer.

Response:

- A. Sales representative
- B. Warehouse clerk
- C. Shipping specialist
- D. Billing clerk

Answer: C (LEAVE A REPLY)

Valid C-S4CS-2111 Dumps shared by PrepPdf.com for Helping Passing C-S4CS-2111 Exam! PrepPdf.com now offer the **newest C-S4CS-2111 exam dumps**, the PrepPdf.com C-S4CS-2111 exam **questions have been updated** and **answers have been corrected** get the **newest** PrepPdf.com C-S4CS-2111 dumps with Test Engine here: <https://www.preppdf.com/SAP/C-S4CS-2111-prepaway-exam-dumps.html> (166 Q&As Dumps, **40%OFF Special Discount: Exam-Tests**)

NEW QUESTION: 17

How is master data replicated from SAP S/4HANA Cloud to SAP Concur?

Please choose the correct answer.

Response:

- A. Data changes are replicated in real time
- B. Data changes are replicated with a manual file transfer
- C. Data changes are replicated by a periodic job
- D. Data changes update a shared cloud infrastructure

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

NEW QUESTION: 18

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

Please choose the correct answer.

Response:

- A. Manage Teams and Responsibilities
- B. Manage Your Solution
- C. Import Employees
- D. Extensibility Cockpit

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

NEW QUESTION: 19

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

There are 2 correct answers to this question.

Response:

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 20

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

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

NEW QUESTION: 21

What capabilities are available in SAP Central Business Configuration?

There are 2 correct answers to this question.

Response:

- A. Migrate data
- B. Provision the quality and production system
- C. Deploy the solution scope
- D. Maintain Business Users

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

NEW QUESTION: 22

Which business partner roles are created during inbound processing of employee data?

There are 2 correct answers to this question.

Response:

- A. Supplier
- B. Contact person
- C. Customer
- D. Employee

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

NEW QUESTION: 23

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

Please choose the correct answer.

Response:

- A. Receivables management
- B. Invoice and payables management
- C. Order and contract management
- D. Inventory management

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 24

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

Please choose the correct answer.

Response:

- A. Intention to pass a credit for the amount difference
- B. Permission to pay a debit
- C. Instruction to send a debit memo to the customer
- D. Intention to recover amount difference as a debit

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 25

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

Answer: D (LEAVE A REPLY)

NEW QUESTION: 26

What does SAP S/4HANA Enterprise Management Cloud provide?

There are 2 correct answers to this question.

Response:

- A.** Guided configuration tools
- B.** Preconfigured content for core services
- C.** Native integration with non-SAP cloud solutions
- D.** Access to the implementation Guide (IMG)

Answer: A,C (LEAVE A REPLY)

NEW QUESTION: 27

What are some business-related examples of utilizing side-by-side extensions?

There are 3 correct answers to this question.

Response:

- A.** Bridging between cloud and on premise applications
- B.** Developing new, stand-alone cloud applications
- C.** Enriching standard processes with before and after steps
- D.** Structural enhancements of business data and related reporting
- E.** Creating variants of standard business processes

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

NEW QUESTION: 28

How are analytics capabilities built into SAP S/4HANA Cloud?

Please choose the correct answer.

Response:

- A.** Analytical is installed on a dedicated SAP Fiori server
- B.** Analytical is embedded in the same technical stack as the application

- C. Analytical is extended by the user to a dedicated SAP Fiori server
- D. Analytical is installed as an add-on to the application

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

NEW QUESTION: 29

How can you add custom logic to an existing SAP Fiori app?

There are 2 correct answers to this question.

Response:

- A. Utilize enhancement options for events and actions
- B. Develop new events and actions
- C. Implement enhancement options in applications
- D. Copy existing applications to make modifications

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

NEW QUESTION: 30

Which of the following are main steps in the free of charge delivery process?

There are 2 correct answers to this question.

Response:

- A. Perform delivery split
- B. Create outbound delivery
- C. Create sales order
- D. Confirm proof of delivery

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

NEW QUESTION: 31

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.

Response:

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

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

Valid C-S4CS-2111 Dumps shared by PrepPdf.com for Helping Passing C-S4CS-2111 Exam! PrepPdf.com now offer the **newest C-S4CS-2111 exam dumps**, the PrepPdf.com C-S4CS-2111 exam **questions have been updated** and **answers have**

been corrected get the **newest** PrepPdf.com C-S4CS-2111 dumps with Test Engine here: <https://www.preppdf.com/SAP/C-S4CS-2111-prepaway-exam-dumps.html> (166 Q&As Dumps, **40%OFF Special Discount: Exam-Tests**)

NEW QUESTION: 32

Which of the following are outcomes of the Fit-to-Standard workshop?

There are 3 correct answers to this question.

Response:

- A. System landscape optimization
- B. Identification of source code changes
- C. Solution impact on business processes
- D. Expert configuration definition
- E. Gap identification and migration

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 33

What function do you perform during the data load preparation?

Please choose the correct answer.

Response:

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 34

Which tool do you use to change or add business rules and business logic in the key user extensibility scenario?

Please choose the correct answer.

Response:

- A. ABAP Workbench
- B. Eclipse
- C. SAP Cloud Platform
- D. Cloud ABAP Web Editor

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

NEW QUESTION: 35

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 36

You are designing the migration of data 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. Design the interfaces with the non-SAP legacy system for mass transfer.
- C. Select the applicable data migration objects from the complete list of objects.
- D. Design the programs or reports needed to extract the legacy data.

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

NEW QUESTION: 37

You are working on a Sale from Stock (BD9) process in SAP S/4HANA Cloud. As a shipping specialist, which of the following process steps are you responsible for?

There are 2 correct answers to this question.

Response:

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 38

Which information must you enter manually in the invoice correction process?

Please choose the correct answer.

Response:

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

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

NEW QUESTION: 39

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

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

NEW QUESTION: 40

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

Please choose the correct answer.

Response:

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

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

NEW QUESTION: 41

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

Please choose the correct answer.

Response:

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 42

How can you change the ID mappings in a chart of accounts after the Quality system is activated?

Please choose the correct answer.

Response:

- A. Request changes through the SAP Service Center
- B. Set up a new client
- C. Use the self-service configuration UI
- D. Use SAP Solution Manager

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

NEW QUESTION: 43

Which adjustments can be made using the Query Builder?

There are 3 correct answers to this question.

Response:

- A. Create parameters to read values from the user settings
- B. Add business logic to syntax for queries
- C. Copy a query from an SAP-delivered query
- D. Create custom Core Data Services (CDS) views for use in queries
- E. Add, remove, or customize fields in queries

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

NEW QUESTION: 44

You are taking part in a validation workshop for a scope item, and you identify a gap in a reporting requirement. What do you do?

Please choose the correct answer.

Response:

- A. Write the extension specifications
- B. Propose possible solutions
- C. Create the change request
- D. Document the gap in detail

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

NEW QUESTION: 45

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

Please choose the correct answer.

Response:

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 46

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. Delivery of credit memo to the customer
- C. Authorization to pass a credit

D. Intention to pass a credit to the customer

Answer: D (LEAVE A REPLY)

Valid C-S4CS-2111 Dumps shared by PrepPdf.com for Helping Passing C-S4CS-2111 Exam! PrepPdf.com now offer the **newest C-S4CS-2111 exam dumps**, the PrepPdf.com C-S4CS-2111 exam **questions have been updated** and **answers have been corrected** get the **newest** PrepPdf.com C-S4CS-2111 dumps with Test Engine here: <https://www.preppdf.com/SAP/C-S4CS-2111-prepaway-exam-dumps.html> (166 Q&As Dumps, **40%OFF Special Discount: Exam-Tests**)

NEW QUESTION: 47

You are working on a Sales Contract Management (I9I) process in SAP S/4HANA.

You create a value contract with limitations in terms of time and value.

Which limitations are imposed by the value contract on goods ordered and supplied?

There are 2 correct answers to this question.

Response:

- A. Date of release order
- B. Total sales value of all issued goods
- C. Value of individual goods issue
- D. Number of goods issues

Answer: A,B (LEAVE A REPLY)

NEW QUESTION: 48

Which of the following SAP Fiori apps are part of the Convergent Billing process?

There are 2 correct answers to this question.

Response:

- A. Manage Billing Document Requests
- B. Create Billing Documents (VF04)
- C. Test Billing Document Request API
- D. Manage Billing Documents

Answer: A,C (LEAVE A REPLY)

NEW QUESTION: 49

You are working in the SAP Fiori analytical apps for sales (1BS) in SAP S/4HANA Cloud.

What do these analytical apps provide in the Optimized Order to Cash process?

There are 2 correct answers to this question.

Response:

- A. The current status of warehouse stock levels
- B. The current status of sales orders, quotations, and back orders

- C. The current status of customer credit limit
- D. A dashboard where internal sales representatives can perform daily activities

Answer: (SHOW ANSWER)

NEW QUESTION: 50

Which organizational units are directly linked to a plant?

There are 2 correct answers to this question.

Response:

- A. Company code
- B. Sales office
- C. Credit control area
- D. Storage location

Answer: A,D (LEAVE A REPLY)

NEW QUESTION: 51

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

There are 2 correct answers to this question.

Response:

- A. Maintain catalog roles
- B. Maintain general restrictions
- C. Assign business catalogs to a Business role
- D. Assign authorization profiles to a business role

Answer: (SHOW ANSWER)

NEW QUESTION: 52

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.

Response:

- A. Purchase order
- B. Delivery
- C. Billing document
- D. Purchase requisition

Answer: D (LEAVE A REPLY)

NEW QUESTION: 53

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

There are 2 correct answers to this question.

Response:

- A. Using a consignment issue order
- B. Using a purchase requisition

- C. Using a service order
- D. Using a planned order

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 54

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

Please choose the correct answer.

Response:

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

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

NEW QUESTION: 55

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

There are 3 correct answers to this question.

Response:

- A. Customer open items
- B. Plants
- C. Bank master data
- D. Sales organizations
- E. Profit centers

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 56

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

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

PrepPdf.com C-S4CS-2111 exam **questions have been updated** and **answers have been corrected** get the **newest** PrepPdf.com C-S4CS-2111 dumps with Test Engine here: <https://www.preppdf.com/SAP/C-S4CS-2111-prepaway-exam-dumps.html> (166 Q&As Dumps, **40%OFF** Special Discount: **Exam-Tests**)