

SAP.C_S4CS.v2026-08-30.q29

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NEW QUESTION: 1

What needs to be specified when uploading the purchase order file using the Create Sales Orders - Automatic Extraction app?

- A. Sales Organization
- B. Customer Name
- C. Company Code
- D. Customer Delivery Date

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 2

What can you do with the planning apps for sales? Note: There are 2 correct answers to this question.

- A. Compare ordered, shipped, and billed amounts
- B. Calculate the sales quotation conversion rate
- C. Search, create, and update sales plans
- D. Compare planned with actual sales data

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 3

In which type of extensibility is the SAP Business Technology Platform used to host a custom extension?

- A. Side-by-side extensibility
- B. Developer extensibility
- C. Classic extensibility

D. Key user extensibility

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

NEW QUESTION: 4

What is different in the account posting of a down payment request, compared to the account posting of an invoice? Note: There are 2 correct answers to this question.

A. Reconciliation account

B. Chart of accounts

C. Cost center

D. General ledger (G/L) indicator

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

NEW QUESTION: 5

Which activities can you complete in the Maintain Business Roles SAP Fiori app?? Note: There are 2 correct answers to this question.

A. Assign PFCG profiles to a business role

B. Maintain restrictions

C. Assign business catalogs to a business role

D. Maintain technical catalogs

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

NEW QUESTION: 6

You use the SAP Fiori Analytical Apps for Sales (1BS) in SAP S/4HANA Cloud Public Edition. What information do these analytical apps provide in the Order-to-Cash process? Note: There are 2 correct answers to this question.

A. The current status of warehouse stock levels

B. The current status of sales orders, quotations, and back orders

C. The current status of the customer's credit limit

D. The current status of sales volumes and profit margins

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

NEW QUESTION: 7

You execute the Sell from Stock (BD9) process.

At which process step is the billing due list updated?

A. Create delivery

B. Proof of delivery

C. Post goods issue

D. Execute picking

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

NEW QUESTION: 8

In which of the following systems do you access your assigned process tasks from the SAP Activate Roadmap of SAP S/4HANA Cloud Public Edition (3-system landscape)?

- A. SAP Cloud ALM for Service
- B. SAP Cloud ALM for Implementation
- C. SAP Cloud ALM for Operations
- D. SAP Central Business Configuration

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

NEW QUESTION: 9

In SAP Central Business Configuration, which activities can you perform during Product-Specific Configuration? Note: There are 3 correct answers to this question.

- A. Add new sales organizations
- B. Change approval thresholds
- C. Add blocking reasons for billing
- D. Create new scope items
- E. Modify building blocks

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

NEW QUESTION: 10

What is the difference between the Free of Charge Delivery process and the Sell from Stock process?

- A. Sales document type
- B. Billing type
- C. Picking document type
- D. Delivery document type

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

NEW QUESTION: 11

Based on the SAP Activate methodology, which activities must you perform in the Explore phase? Note: There are 2 correct answers to this question.

- A. Define the organizational structure and chart of accounts.
- B. Conduct the Digital Discovery Assessment to identify extension requirements.
- C. Conduct the Fit-to-Standard analysis to gather configuration values.
- D. Use the Test system to demonstrate SAP Best Practice processes.

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

NEW QUESTION: 12

What are the main steps in the free of charge delivery process? Note: There are 2 correct answers to this question.

- A. Create sales order
- B. Confirm proof of delivery

- C. Perform delivery split
- D. Create outbound delivery

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

NEW QUESTION: 13

In SAP Advanced Intercompany Sales, which document acts as the leading object and is relevant for MRP (material requirements planning) and ATP (available to promise) checks?

- A. Intercompany sales order (S04)
- B. Purchase order placed on the delivering company (P03)
- C. Original sales order (S02)
- D. Outbound delivery created in the delivering company

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

NEW QUESTION: 14

During Sales Order processing, which fields are taken into account for route determination? Note: There are 3 correct answers to this question.

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 15

What happens when control/ownership of materials is transferred from the delivering company to the selling company in SAP Advanced Intercompany Sales? Note: There are 2 correct answers to this question.

- A. An intercompany customer invoice is automatically created.
- B. The materials are removed from the delivering company's valuated stock in transit.
- C. The date and time of the transfer of control are recorded in the outbound delivery.
- D. Goods issue is posted in the delivering company.

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

NEW QUESTION: 16

Depending on the resolution agreed with the customer, which further process steps can be automated in SAP S/4HANA Returns Management when a return order is created? Note: There are 2 correct answers to this question.

- A. Issue of a refund to the customer's account
- B. Shipment of replacement goods to the customer
- C. Inspection of returned goods

D. Creation of a returns delivery

Answer: A,B (LEAVE A REPLY)

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NEW QUESTION: 17

Which of the following are captured in a completed Digital Discovery Assessment? Note: There are 2 correct answers to this question.

- A. Business role permission requirements
- B. Known integration requirements
- C. SAP Fiori application extensions
- D. Target customer go-live date

Answer: A,B (LEAVE A REPLY)

NEW QUESTION: 18

When you execute the Sell from Stock (BD9) process, which criteria determine the shipping point in the sales order? Note: There are 3 correct answers to this question.

- A. The shipping condition from the business partner master record of the sold-to party or ship-to party
- B. The delivering plant determined or entered in the sales order item
- C. The transportation zone from the business partner master record of the ship-to party
- D. The loading group from the material master record
- E. The transportation group from the material master record

Answer: (SHOW ANSWER)

NEW QUESTION: 19

If a customer wants to develop their own custom application and integrate it with SAP S/4HANA Cloud Public Edition, what tools would you recommend to develop the app? Note: There are 2 correct answers to this question.

- A. SAP HANA Cloud
- B. SAP Build
- C. SAP Cloud Portal Service
- D. SAP Business Application Studio

Answer: B,D (LEAVE A REPLY)

NEW QUESTION: 20

How can you migrate data to SAP S/4HANA Cloud Public Edition? Note: There are 2 correct answers to this question.

- A. With a separate SAP HANNA database
- B. With the zero downtime service
- C. With Core Data Services
- D. With XML or CSV templates

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

NEW QUESTION: 21

Which steps are part of the Sales Processing using Third-Party without Shipping Notification (BDK) process? Note: There are 3 correct answers to this question.

- A. Create outbound delivery
- B. Approve and release purchase order
- C. Enter vendor invoice
- D. Create inbound delivery
- E. Create billing document

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

NEW QUESTION: 22

What provides a foundation for the SAP Cloud ERP where integrations and extensions live?

- A. SAP ABAP Environment
- B. SAP Discovery Center
- C. SAP Business Technology Platform
- D. SAP Business Accelerator Hub

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

NEW QUESTION: 23

Which levels constitute the structure of a sales order?

- A. Header, Item, Schedule line
- B. Sales organization, Distribution channel, Division
- C. Order, Delivery, Billing
- D. Customer, Material, Inventory

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

NEW QUESTION: 24

Which fields in the Sales Order Request are header-level? Note: There are 3 correct answers to this question.

- A. Product

- B. Purchase Order Number
- C. Requested Quantity
- D. Sales Organization
- E. Sales Order Type

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

NEW QUESTION: 25

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

Which of the following criteria always prevent the combination of multiple sales orders into a single outbound delivery? Note: There are 2 correct answers to this question.

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 26

You are recording actions for a custom process step in a test automate.

When do you press the "Read" button on the recording panel? Note: There are 2 correct answers to this question.

- A. To capture a value in a text field that should be stored as a variable.
- B. To capture a static label on the screen that should be checked during test execution.
- C. To capture text in a message screen that can be used for data binding later.
- D. To capture an error message on the screen that can be used later.

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

NEW QUESTION: 27

Which of the following systems are used to implement SAP S/4HANA Cloud Public Edition for a customer? Note: There are 3 correct answers to this question.

- A. Test system
- B. Starter system
- C. Sandbox system
- D. Trial system
- E. Development system

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

NEW QUESTION: 28

Which of the following describes the use of return orders in SAP S/4HANA Returns Management? Note: There are 2 correct answers to this question.

- A. The settlement agreed with the customer is recorded in the return order item

- B. A return order must be created with reference to a sales order
- C. An inspection code may be entered in the return order header
- D. A follow-up activity may be entered in the return order item

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

NEW QUESTION: 29

In which application can you see the available business context capacity remaining for extension items?

- A. Extensibility Inventory app
- B. Extensibility Explorer app
- C. Extensibility Cockpit app
- D. Custom Reusable Elements app

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

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