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Exam Code: C_S4CS_2408

Exam Name: SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales



Exam A

QUESTION 1

You evaluate a predictive model.

What is the value range of predictive power and prediction confidence?

- A. From 0 to 10
- B. From 0 to 100
- C. From 0 to 1000
- D. From 0 to 1

Correct Answer: D

Section:

QUESTION 2

You are working on an Invoice Correction Process with Credit Memo (BKL) process in SAP S/4HANA Cloud Public Edition.

What does the Create Credit Memo Request process step indicate?

- A. Authorization to release a credit note
- B. Customer's intention to return the goods
- C. Intention to replace the returned goods
- D. Intention to credit the customer

Correct Answer: D

Section:

QUESTION 3

When you create a sales order item, in which sequence is the master data read to determine the delivery plant?

- A. Business partner (ship-to party) * Material master record * Customer-material info record
- B. Customer-material info record * Business partner (ship-to party) * Material master record
- C. Material master record * Business partner (ship-to party) * Customer-material info record
- D. Customer-material info record * Material master record * Business partner (ship-to party)

Correct Answer: B

Section:

QUESTION 4

An SAP Fiori app isn't displaying on the SAP Fiori Launchpad even though the business role granting permission to the app is correctly assigned to the user. How would you troubleshoot? Note: There are 3 correct answers to this question.

- A. Check the business role template.
- B. Check the restrictions for the role.
- C. Check the Role Maintenance app.



- D. Check the space and page(s) assigned to the role.
- E. Check the business catalogues assigned to the role.

Correct Answer: A, C, E

Section:

QUESTION 5

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

Correct Answer: B, D, E

Section:

QUESTION 6

What is the correct release code for the second feature delivery in February 2025?

- A. 2502.2
- B. 2025.2.2
- C. 2025.2
- D. 2522

Correct Answer: C

Section:

QUESTION 7

You are running the Sales Order Processing with Customer Down Payment (BKJ) process. Who creates the down payment request?

- A. Internal sales representative
- B. Billing clerk
- C. Accounts receivable accountant
- D. Shipping specialist

Correct Answer: B

Section:

QUESTION 8

When you transact through the Sell from Stock (BD9) process, which system criteria contribute to the automatic route determination for the delivery-relevant items in the sales order? Note: There are 3 correct answers to this question.

- A. The transportation group from the material master record
- B. The loading group from the material master record
- C. The shipping condition from the business partner master record of the sold-to party



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

Correct Answer: A, C, E

Section:

QUESTION 9

Where are the manual test cases created for customer User Acceptance Testing?

- A. SAP Solution Manager
- B. Test Automation Tool
- C. SAP Cloud ALM
- D. SAP Signavio Process Navigator

Correct Answer: C

Section:

QUESTION 10

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



Correct Answer: B, C

Section:

QUESTION 11

You work on a Sell from Stock (BD9) process in SAP S/4HANA Cloud Public Edition. What must be created to confirm a customer's intention to buy the products?

- A. Sales quotation
- B. Outbound delivery
- C. Sales inquiry
- D. Sales order

Correct Answer: D

Section:

QUESTION 12

You need to manage a customer down payment. Which action do you perform during sales order entry?

- A. Enter an appropriate item in the billing plan of the sales order.
- B. Create a sales order with a dedicated order type.
- C. Enter a specific condition in the pricing procedure of the sales order.
- D. Mark the down payment checkbox at item level.

Correct Answer: A

Section:

QUESTION 13

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

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

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

Correct Answer: B, D

Section:

QUESTION 14

Which of the following documents can be used as a reference to create debit memo requests? Note: There are 2 correct answers to this question.

- A. Billing document
- B. Delivery document
- C. Quantity contract
- D. Sales order

Correct Answer: A, D

Section:

QUESTION 15

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

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

Correct Answer: B

Section:

QUESTION 16

During Convergent Billing (1MC), you need to combine multiple documents in a subsequent billing document.

Which of the following document item characteristics must be identical? Note: There are 2 correct answers to this question.

- A. Billing date
- B. Ship-to party
- C. Incoterms
- D. Payer

Correct Answer: A, D



Section:

QUESTION 17

You execute the Sell from Stock (BD9) process.
At which process step is the billing due list updated?

- A. Post goods issue
- B. Proof of delivery
- C. Execute picking
- D. Create delivery

Correct Answer: A

Section:

QUESTION 18

Which of the following criteria must a contract meet to be considered in the Sales Contract Fulfillment Rates KPI? Note: There are 2 correct answers to this question.

- A. Header status is completed
- B. Valid on the current date
- C. Net Value > 0
- D. Reference to an inquiry

Correct Answer: B, C

Section:

QUESTION 19

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. Cost center
- B. General ledger (G/L) indicator
- C. Reconciliation account
- D. Chart of accounts

Correct Answer: B, C

Section:

QUESTION 20

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

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

Correct Answer: D

Section:



QUESTION 21

Which of the following SAP Fiori apps are part of the Convergent Billing process? Note: There are 2 correct answers to this question.

- A. Manage Billing Documents
- B. My Inbox - All Items
- C. Test Billing Document Request API
- D. Manage Billing Document Requests

Correct Answer: C, D

Section:

QUESTION 22

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

Correct Answer: A, B, D

Section:

QUESTION 23

You are working on a Sale from Stock (BD9) process in SAP S/4HANA Cloud Public Edition.

Which of the following process steps is the shipping specials responsible for? Note: There are 2 correct answers to this question.

- A. Create outbound delivery
- B. Add freight costs
- C. Check the notifications
- D. Run Advanced Available-to-Promise

Correct Answer: A, B

Section:

QUESTION 24

Which business roles are relevant for the Predictive Analytics Model Training-Sales (2YJ) scope item? Note: There are 2 correct answers to this question.

- A. Order Fulfillment Specialist
- B. Sales Manager
- C. Analytics Specialist
- D. Order-to-Cash Process Manager

Correct Answer: B, C

Section:

QUESTION 25

In a predictive model, what does the predictive power measure?

- A. The ability to have the same level of performance on every new dataset
- B. The ability of the input parameters to explain the target
- C. The quantity of predictions that can be realized in the unit of time
- D. The percentage of correct responses in the output dataset

Correct Answer: B

Section:

QUESTION 26

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

Correct Answer: B, C, D

Section:

QUESTION 27

You are working on a Credit Memo Processing (1EZ) process in SAP S/4HANA Cloud Public Edition. Which SAP Fiori apps are used for credit memo processing? Note: There are 2 correct answers to this question.

- A. Create Billing Documents
- B. Manage Credit Memo Requests
- C. Manage Debit Memo Requests
- D. Manage Sales Orders

Correct Answer: A, B

Section:

QUESTION 28

What does Convergent Billing allow you to combine in a unique invoice?

- A.
 - * Billing due for SD documents
 - * Billing information from a non-SAP system
- B.
 - * Billing due for sales documents
 - * Billing due for deliveries
- C.
 - * Billing due for sales orders
 - * Billing due for return orders
- D.

- * Billing due for sales documents
- * Billing due for purchase orders

Correct Answer: A
Section:

QUESTION 29

For which parameter is the percentage of conversion from quotation to order calculated in Predictive Analytics Model Training - Sales (2YJ)?

- A. Net value of order items
- B. Quantity of invoiced order items
- C. Net value of invoiced order items
- D. Quantity of order items

Correct Answer: A
Section:

QUESTION 30

You save a sales order in Sales Processing using Third-Party without Shipping Notification (BDK). What is automatically created for each relevant third party?

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

Correct Answer: A
Section:

QUESTION 31

You are working on a Debit Memo Processing (1F1) process in SAP S/4HANA Cloud Public Edition. Which business role creates the debit memo request?

- A. Accounts payable accountant
- B. Sales manager
- C. Internal sales representative
- D. Billing clerk

Correct Answer: C
Section:

QUESTION 32

You are working on Lean Customer Returns (BDD) process in SAP S/4HANA Cloud Public Edition. What do you create during the customer returns process? Note: There are 3 correct answers to this question.

- A. Inspection lot
- B. Return order
- C. Delivery
- D. Billing document
- E. Billing block



Correct Answer: B, C, D

Section:

QUESTION 33

You work on a Sell from Stock (BD9) process in SAP S/4HANA Cloud Public Edition. Which business role can post goods issues?

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

Correct Answer: D

Section:

QUESTION 34

Through which component 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 Operations
- C. SAP Central Business Configuration
- D. SAP Cloud ALM for Implementation

Correct Answer: C

Section:

QUESTION 35

Which technologies should you use to integrate SAP S/4HANA Cloud Public Edition with another SAP public cloud solution? Note: There are 2 correct answers to this question.

- A. Predelivered APIs
- B. SAP Process Orchestration
- C. SAP Cloud Connector
- D. SAP Integration Suite

Correct Answer: A, D

Section:

QUESTION 36

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

Correct Answer: A, D

Section:



QUESTION 37

In a predictive model, what does prediction confidence measure?

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

Correct Answer: D

Section:

QUESTION 38

In a predictive model for sales, what does the quotation conversion rate measure?

- A. The percentage of the net value of billing documents that was converted from quotations
- B. The percentage of the number of orders that was converted from quotations
- C. The percentage of the net value order items that was converted from quotation items
- D. The percentage of the number of order items that was converted from quotation items

Correct Answer: C

Section:

QUESTION 39

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

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

Correct Answer: B, D

Section:

QUESTION 40

You use the SAP Fiori Analytical Apps for Sales (18S) 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 the customer's credit limit
- B. The current status of sales volumes and profit margins
- C. The current status of sales orders, quotations, and back orders
- D. The current status of warehouse stock levels

Correct Answer: B, C

Section:

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