[2022 Pass SAP C-S4CS-2105 Exam Updated 98 Questions [Q54-Q70
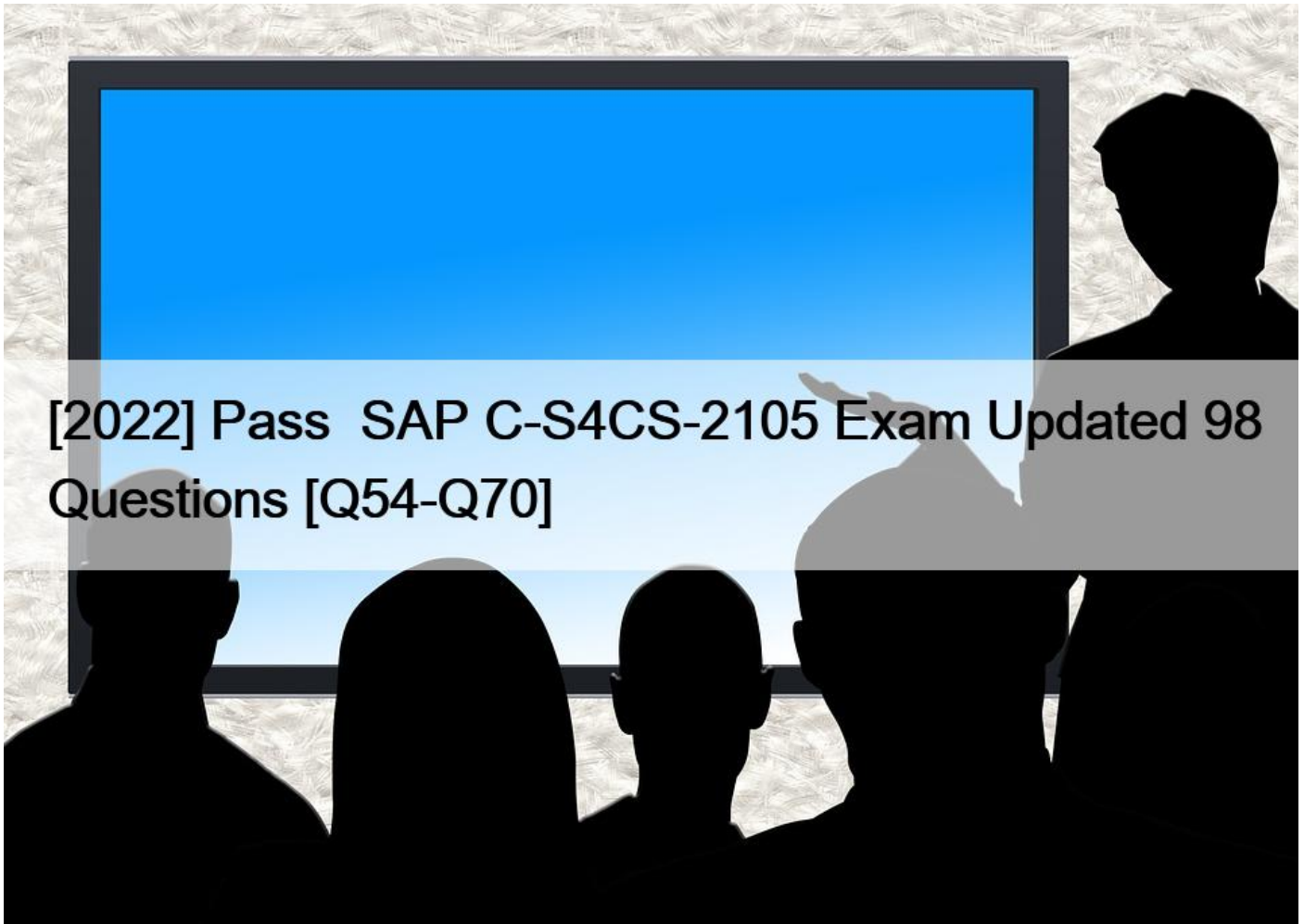

[2022] Pass SAP C-S4CS-2105 Exam Updated 98 Questions
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SAP S/4HANA Cloud Sales Implementation Certification Exam Topics:

Topic AreasTopic Details, Courses, BooksWeightingSAP S/4HANA Cloud (public) - Sales OverviewDescribe the RISE with SAP strategy and the solution scope of SAP S/4HANA Cloud (public) in general and the details for the Sales solution and innovations.   S4CP01 (2020 (OP) AND 2102 (CLOUD)), S4C60E (SAP S/4HANA CLOUD 2105)

OR

SAP S/4HANA Cloud Implement.LR< 8%Data MigrationIdentify Self-Service Configuration UIs for data migration, prepare data migration, perform data migration, and describe best practices for managing data migration between release lifecycles.   S4C01E (SAP S/4HANA CLOUD 2105) OR SAP S/4HANA Cloud Implement.LR< 8%Organizational Units and System Data for SalesExplain Organizational Units and the basic best practices for system data used in the SAP S/4HANA Cloud environment specifically addressing Sales.   S4C60E (SAP S/4HANA CLOUD 2105) OR SAP S/4HANA Cloud Implement.LR< 8%Integration and ExtensibilityDescribe the concepts of extensibility and integration and their implementations.   S4C01E (SAP S/4HANA

CLOUD 2105) OR SAP S/4HANA Cloud Implement.LR< 8% Scope Item Level Implementation for Analytics Perform Tasks related to Order-to-Cash Performance Monitoring (BKN), Fiori Overview Pages for Sales and Distribution (1BS), and Free of Charge Delivery (BDA), and Planning Apps for Sales (1O0).   S4C60E (SAP S/4HANA CLOUD 2105) OR SAP S/4HANA Cloud Implement.LR 8% - 12% Scope Item Level Implementation for Core Sales Perform Tasks related to Sales Contract Management (I9I), Sales Quotation (BDG), Sell from Stock (BD9), Sales Order Processing with Collective Billing (BKZ), Customer Returns (BDD), Credit Memo Processing (1EZ), Debit Memo Processing (1F1), Invoice Correction Process with Credit Memo (BKL), and Invoice Correction Process with Debit Memo (BDQ), Sales Inquiry (1IQ), and Convergent Billing (1MC).   S4C60E (SAP S/4HANA CLOUD 2105) OR SAP S/4HANA Cloud Implement.LR> 12%

NO.54 How can customers activate additional SAP Best Practices processes? There are 3 answers for 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
* Request activation in the Starter system from the SAP Service Center during the Deploy phase
* Request activation in the Quality system from the SAP Service Center during the Run phase
* Request activation in the Quality system after it is upgraded to the latest quarter’s release
* Request activation in the Production system after it is upgraded to the latest quarter’s release
* Request activation in the Starter system through the SAP Cloud Platform during the Realize phase

NO.55 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
* Option to extend standard forms
* Out-of-the-box APIs for reporting
* Core Data Services (CDS) views to implement data sources
* SAP Fiori apps to guide the user when building reports

NO.56 In a predictive model for sales, what does the quotation conversion rate measure? Please choose the correct answer. 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
* The percentage of the number of orders that was converted from quotations
* The percentage of the net value order items that was converted from quotation items
* The percentage of the number of order items that was converted from quotation items
* The percentage of the net value of billing documents that was converted from quotations

NO.57 InApp and Side-by-Side Extensibility

Which in-app extensibility options are available in SAP S/4HANA Cloud? 2 answers
* Integration extensibility
* Managed extensibility
* Classic extensibility
* Key user extensibility

NO.58 Which adjustments can be made using the Query Builder? There are THREE answers for this Question
* Copy a query from an SAP-delivered query
* Create custom Core Data Services (CDS) views for use in queries

* Add, remove, or customize fields in queries
* Create parameters to read values from the user settings
* Add business logic to syntax for queries

NO.59 Which of the following is a function of the deliveringplant in SAP S/4HANA Cloud? Please choose the correct answer.
* To link the distribution channel to the company code
* To deliver goods for multiple sales organizations
* To assign the storage location to the sales organization
* To allow the system to determine multiple shipping points

NO.60 You evaluate a predictive model. What is the value range of predictive power and prediction confidence?

Please choose thecorrect answer. 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
* From 0 to 100
* From Oto 1000
* From Oto 10
* From 0 to 1

NO.61 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.
* Shipping specialist
* Warehouse clerk
* Sales representative
* Billing clerk

NO.62 Scope Item Level for Financial Supply Chain Management

To which of thefollowing objects do you assign approval patterns to manage bank accounts? 2 answers
* Company code
* Account type
* Bank account ID
* Payment signatory

NO.63 Which process steps are mainly automatic in the integration scenarios involving the sap Financial Services Network? 3 answers
* Payment status monitoring
* Approval payment/collection
* Payment status confirmation
* Statement conversion
* Instruction transfer

NO.64 What process step isexecuted in the SAP Ariba network during integrated discount management? Please choose the correct answer.
* Release invoice for payment
* Send payment confirmation
* Start payment run
* Suggest discount for early payment

NO.65 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

* The transportation zone from the business partner master record ofthe sold-to party.
* The shipping condition from the business partner master record of the sold-to party
* The transportation group from the material master record
* The loading group from the material master record
* The departure zone of the shippingpoint

NO.66 What can you do with the Manage Sales Quotations app? (3)
* Extend the validity period for a selected sales quotation
* Process output for a selected sales quotation
* Reject all items for a selected sales quotation
* Search for sales quotations using a free text search
* Execute the price determination for a selected sales quotation

NO.67 You are working in the SAP Fiori analytical apps for sales (1BS) in SAP S/4HANA Cloud. Which role wouldallow a user to launch the largest number of analytical apps for sales? Please choose the correct answer.
* Shipping specialist
* Returns refund clerk
* Sales manager
* Billing clerk

NO.68 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.
* To link the distribution channel to the company code
* To supply goods through multiple sales organizations
* To assign the storage location to the sales organization
* To allow the system to determine multiple shipping points

NO.69 What SAP Fiori app do youuse to mass upload your customer master data to SAP S/4HANA Cloud? Please choose the correct answer.
* Create PI Documents
* Customer Master
* Maintain Business Partner
* Manage Your Solution

NO.70 Your SAP S/4HANA Cloud system is integrated with SAP SuccessFactors Employee Central. In a new cost center, you add the relevant employee’s user ID in the User Responsible field. How is this change updated in the relevant employee master records? Please choose the correct answer.
* You manually update the cost center assignment in the employee data in SAP SuccessFactors
* You manually update the assignment in the business partner in SAP S/4HANA Cloud
* You trigger the Simple Object Protocol (SOAP)-based replication to SAP SuccessFactors Employee Central
* The system automatically updates the cost center assignment in all relevant master records

SAP S/4HANA Cloud Sales Implementation Certification Exam Details:

Exam NameSAP Certified Application Associate - SAP S/4HANA Cloud (public) - Sales ImplementationLevelAssociateExam Price$550 (USD)Number of Questions80Passing ScoreC_S4CS_2105 - 58%Sample QuestionsSAP S/4HANA Cloud Sales Implementation Certification Sample QuestionsDuration180 mins

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