

## [Jun-2022 C\_S4CS\_2202 Pre-Exam Practice Tests Exam Questions and Answers for SAP Certified Application Associate Study Guide [Q18-Q36]

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SAP Certified Application Associate - SAP S/4HANA Cloud (public) - Sales Implementation Certification Sample Questions

### NEW QUESTION 18

How is the productive system configured? Note: There are 2 correct answersto this question.

- \* Through the Solution Documentation component of the SAP Solution Manager
- \* Via the Cloud Application Lifecycle Management (CALM) Implementation Portal
- \* Through Central Business Configuration (CBC) in SAP Business Technology Platform
- \* Through transports from the quality system

### NEW QUESTION 19

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

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

### NEW QUESTION 20

Which organizational unit do you use to produce materials or provide goods and services?

- \* Company code
- \* Sales organization
- \* Storage location
- \* Plant

### NEW QUESTION 21

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

- \* Manage Schedule Agreements
- \* Manage Business Users
- \* Manage Mass Maintenance
- \* ManageYour Solution

### NEW QUESTION 22

What is the purpose of the Starter system in the SAP S/4HANA Cloud implementation project? Please choose the correct answer.

- \* To conduct a blueprint workshop to identify all customer requirements for a completely customized solution
- \* To demonstrate SAP Best Practices processes in a preconfigured system and identify customer personalization requirements

- \* To demonstrate the customer's personalized solution, including process flows, the organizational structure, and authorizations
- \* To configure the customer's personalized solution for demonstration and testing during the Realize phase

### NEW QUESTION 23

What function do you perform during the data load preparation? Please choose the correct answer.

- \* Fill in migration templates with legacy data
- \* Extract legacy data from the current system
- \* Simulate data load in the new cloud system
- \* Analyze legacy data for validity and relevance

### NEW QUESTION 24

Which of the following documents can be used as a reference to create debit memo requests? 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

- \* Value contract
- \* Sales order
- \* Quantity contract
- \* Billing document

### NEW QUESTION 25

What is the most significant feature of a hybrid cloud? Please choose the correct answer.

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

### NEW QUESTION 26

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

- \* Net value of order items
- \* Net value of invoiced order items
- \* Quantity of order items
- \* Quantity of invoiced order items

### NEW QUESTION 27

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

- \* Using a consignment issue order
- \* Using a planned order
- \* Using a purchase requisition
- \* Using a service order

### NEW QUESTION 28

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 answersto this question.

- \* Ship-to party
- \* Billing date
- \* Payer
- \* Incoterms

### NEW QUESTION 29

Which of the following documents can be used as a reference to create debit memo requests? Note:

There are 2 correct answersto this question.

- \* Billing document
- \* Delivery document
- \* Quantity contract
- \* Sales order

### NEW QUESTION 30

In whatphase of the SAP Activate methodology do you test the business process?

- \* Preset
- \* Realize
- \* Explorer
- \* Change

### NEW QUESTION 31

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

- \* Warehouse clerk
- \* Inventory manager
- \* Shipping specialist
- \* Resource manager

### NEW QUESTION 32

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

- \* The percentage of the net value of billing documents that was converted from quotations
- \* 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

### NEW QUESTION 33

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 UserResponsible 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

#### **NEW QUESTION 34**

How can a product be acquired after a material requirements planning run? Note: There are 2 correct answers to this question.

- \* Using a planned order
- \* Using a consignment issue order
- \* Using a service order
- \* Using a purchase requisition

#### **NEW QUESTION 35**

When is the Quality system activated? Please choose the correct answer.

- \* After a new change project is created
- \* After the Starter system is terminated
- \* After the organizational structure and chart of accounts are defined
- \* After the SAP Best Practices content is migrated from the Starter system

#### **NEW QUESTION 36**

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

- \* Shipping specialist
- \* Internal sales representative
- \* Billing clerk
- \* Accounts receivable accountant

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