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Exam : **C_S4CS_2308**

Title : Certified Application Associate
- SAP S/4HANA Cloud public
edition - Sales

Vendor : SAP

Version : DEMO

NO.1 Which of the following changes would prevent SAP from running automated business process tests on your behalf?

Note: There are 2 correct answers to this question.

- A. SAP-made changes to the standard test process
- B. Changes to the SAP S/4HANA Cloud release (upgrade)
- C. Changes to the data input requirements (custom data fields)
- D. Configuration changes that impact the process flow

Answer: A,D

NO.2 How is the KPI contract leakage percentage defined?

- A. Confirmed quantity of purchase orders with contract reference
- B. Quantity of purchase orders without contract reference despite existing contract
- C. Confirmed spend of purchase orders with contract referenc
- D. Spend of purchase orders without contract reference despite existing contrac

Answer: D

NO.3 In which implementation phase do you perform data load preparation? Please choose the correct answer.

- A. Realize
- B. Explore
- C. Deploy

Answer: B

NO.4 Which adjustments can be made using the Query Builder? There are THREE answers for this Question

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

Answer: A,B,D

NO.5 Which organizational unit represents a place to produce materials or provide goods and services? Please choose the correct answer.

- A. Sales organization
- B. Plant
- C. Company code
- D. Storage location

Answer: B

NO.6 What is the top-level organizational unit in an SAP S/4HANA Cloud system? Please choose the correct answer.

- A. Plant

- B. Controlling area
- C. Operating concern
- D. Company code

Answer: C

NO.7 You are working on a Sale from Stock (BD9) process in SAP S/4HANA Cloud. Which of the following process steps is the shipping specials responsible for? There are 2 correct answers to this question.

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

Answer: C,D

NO.8 Which of the following is a mandatory field to create a purchase order for consumables?

- A. Purchase Info Record
- B. Material Number
- C. Item Category
- D. Account Assignment Category

Answer: D

NO.9 In which SAP Best Practices resource do you find the Self-Service Configuration UIs per scope item? Please choose the correct answer.

- A. Business scenario to configuration mapping
- B. Test script
- C. Business process flow
- D. Backlog list template

Answer: A

NO.10 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.

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

Answer: B

NO.11 Which end-to-end solution does intercompany sales order processing for domestic and international customers belong to?

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

Answer: B

NO.12 What are the available methods through which you can fill staging tables in the SAP HANA database of the target system?

Note: There are 3 correct answers to this question.

- A. Customer's ETL tools
- B. XML templates
- C. SAP Smart Data Access
- D. SAP SQL Anywhere
- E. SAP HANA Smart Data Integration (SDI)

Answer: C,D,E

NO.13 Which benefits does the use of guided configuration provide in SAP S/4HANA Cloud? There are TWO answers for this Question

- A. Simpler configuration
- B. Simpler data migration
- C. More options for process configuration compared to an on-premise solution
- D. Automated testing

Answer: A,D

NO.14 Which user ID must be locked for security reasons after you create a Please choose the correct answer.

- A. SAP Customer Initial User (SAP_CUST_INI)
- B. SAP Lifecycle Management Administrator (SAP_LMADM)
- C. SAP Customer Business User (SAP_CUST_BUS)
- D. SAP E-Mail Inbound Processing (SAP_SMTP_IN)

Answer: A

NO.15 What is the purpose of the Fit-to-Standard workshop? Please choose the correct answer.

- A. To map the standard SAP roles to people in the organization
- B. To alter the standard SAP processes so that they fit with the customer's requirements
- C. To understand and be aware of gaps between business processes and SAP standard processes
- D. To design enhancements to cover the gaps between business processes and SAP standard processes

Answer: C

NO.16 Which levels constitute the structure of a sales order? Please choose the correct answer.

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

Answer: B