



C_S4CS_1908

SAP S/4HANA Cloud Sales Implementation Certification Questions & Answers



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SAP Certified Application Associate - SAP S/4HANA Cloud - Sales Implementation

80 Questions Exam – 58% Cut Score – Duration of 180 minutes

C_S4CS_1908 Practice Test

ERPPrep.com's C_S4CS_1908 PDF is a comprehensive compilation of questions and answers that have been developed by our team of SAP S/4HANA Cloud Sales Implementation experts and experienced professionals. To prepare for the actual exam, all you need is to study the content of this exam questions. You can identify the weak area with our premium C_S4CS_1908 practice exams and help you to provide more focus on each syllabus topic covered. This method will help you to boost your confidence to pass the SAP S/4HANA Cloud Sales Implementation certification with a better score.

C_S4CS_1908 Questions and Answers Set

Questions 1.

You want to expand your sales in SAP S/4HANA Cloud to a new legal entity. To allow sales through this new legal entity, what additional organizational units must be created?

There are 2 correct answers to this question.

- a) A company code
- b) A plant
- c) A shipping point
- d) A sales organization

Answer: a, d

Questions 2.

In the Manage Your Solution app, where can you display the business process diagrams?

- a) Test Your Processes
- b) Configure Your Solution
- c) Learn More
- d) View Solution Scope

Answer: d

Questions 3.

You are working on a Sales Contract Management (I9I) process in SAP S/4HANA Cloud. Against which contract types can you create release orders?

There are 2 correct answers to this question.

- a) Value contract
- b) Master contract
- c) Quantity contract
- d) Service and maintenance contract

Answer: a, c

Questions 4.

Which tools are available in the Manage Your Solution SAP Fiori app?

There are TWO answers for this Question.

- a) Maintain Communication Users
- b) Migrate Your Data
- c) Maintain Business Catalogs
- d) Configure Your Solution

Answer: b, d

Questions 5.

You are fulfilling customer orders on SAP S/4HANA Cloud. What is the function of the delivering plant during this process?

- a) To assign the storage location to the sales organization
- b) To supply goods through multiple sales organizations
- c) To link the distribution channel to the company code
- d) To allow the system to determine multiple shipping points

Answer: b

Questions 6.

You are working on a Credit Memo Processing (1EZ) process in SAP S/4HANA Cloud. What does the Remove Billing Block step in credit memo processing indicate?

- a) Permission to release a credit note
- b) Customer's intention to return stock
- c) Customer's intention to pass a credit
- d) Permission to receive the credit memo from the customer

Answer: a

Questions 7.

Which business partner roles are created during inbound processing of employee data?

There are TWO answers for this Question.

- a) Contact person
- b) Employee
- c) Customer
- d) Supplier

Answer: b, d

Questions 8.

You use the My Sales Overview app of the SAP Fiori Analytical Apps for Sales (1BS) scope item. The results displayed on the cards can be filtered by several parameters in the global filter.

Which card is NOT impacted by the filter parameter values?

- a) Sales Quotation Pipeline
- b) Customer Contacts
- c) Open Sales Orders
- d) Quick Actions

Answer: d

Questions 9.

What is the most significant feature of a hybrid cloud?

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

Answer: b

Questions 10.

You need to restrict price agreements for a customer to a specific product line in SAP S/4HANA Cloud. What must you do?

There are 2 correct answers to this question.

- a) Create a division to group the relevant products.
- b) Assign a new sales office to a sales organization.
- c) Create a sales office for the relevant products.
- d) Assign a new division to a sales organization.

Answer: a, d

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