



# SAP

## C\_S4CS\_1902 Exam

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

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## Version: 5.0

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### Question: 1

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What can you do with the Order-to-Cash Performance Monitoring (BKN) scope item?

There are 3 correct answers to this question.

Response:

- A. Provide strategic and operational control over order-to-cash processes.
- B. Improve invoice processing methods.
- C. View delivery processing timelines.
- D. Review the current status and trends in the sales process performance.
- E. Identify bottlenecks and areas of improvement in sales processes.

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**Answer: ADE**

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### Question: 2

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According to the SAP Activate methodology, in what phase is the Fit-to-Standard workshop executed?

Response:

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

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**Answer: D**

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### Question: 3

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What is the most significant feature of a hybrid cloud?

Response:

- A. Mix of on-premise and cloud solutions
- B. Availability on the premises of the third-party cloud provider
- C. Mix of private cloud and public cloud
- D. Resources shared by multiple customers and accessed via the Internet

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**Answer: C**

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### Question: 4

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You are preparing for data migration for a new SAP S/4HANA Cloud customer. What must the customer do to prepare?

Response:

- A. Design the interfaces with the non-SAP legacy system for mass transfer.
- B. Define specifications for data extraction on legacy system.
- C. Select the applicable data migration objects from the complete list of objects.
- D. Change the provided Microsoft Excel templates to match the customer's requirements.

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**Answer: B**

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**Question: 5**

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In the SAP Ariba Payment and Discount Management process, which step comes immediately after the "suggest a discount for early processing" step?

Response:

- A. Update payment proposal.
- B. Start payment run.
- C. Release invoice for payment.
- D. Evaluate payment suggestion.

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**Answer: D**

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**Question: 6**

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Which of the following is a function of the delivering plant in SAP S/4HANA Cloud?

Response:

- A. To deliver goods for multiple sales organizations
- B. To allow the system to determine multiple shipping points
- C. To link the distribution channel to the company code
- D. To assign the storage location to the sales organization

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**Answer: A**

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**Question: 7**

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

There are 2 correct answers to this question.

Response:

- A. Value contract
- B. Service and maintenance contract

- C. Master contract
- D. Quantity contract

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**Answer: AD**

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**Question: 8**

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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?

Response:

- A. Customer's intention to pass a credit
- B. Permission to pass a credit
- C. Customer's intention to return stock
- D. Permission to receive the credit memo from the customer

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**Answer: B**

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**Question: 9**

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For which extensibility approach do you use the SAP Cloud Platform?

Response:

- A. Key user extensibility
- B. Side-by-side extensibility
- C. Classic extensibility
- D. Managed extensibility

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**Answer: B**

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**Question: 10**

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Which user ID must be locked for security reasons after you create an administrator business user?

Response:

- A. SAP Customer Initial User (SAP\_CUST\_INI)
- B. SAP Customer Business User (SAP\_CUST\_BUS)
- C. SAP E-Mail Inbound Processing (SAP\_SMTP\_IN)
- D. SAP Lifecycle Management Administrator (SAP\_LMADM)

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**Answer: A**

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