



SAP

C_S4CS_1811 Exam

**SAP Certified Application Associate - SAP S/4HANA Cloud -
Sales Implementation (1811) Exam**

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Version: 5.0

Question: 1

You are designing the migration of data 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. Design the programs or reports needed to extract the legacy data.
- 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.

Answer: B

Question: 2

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

Answer: C

Question: 3

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

Answer: B

Question: 4

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

Answer: AD

Question: 5

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)

Answer: A

Question: 6

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.

Answer: ADE

Question: 7

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.

Answer: D

Question: 8

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

Answer: B

Question: 9

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

Answer: D

Question: 10

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

Answer: A

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