



# SAP

## C\_S4CS\_2002 Exam

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

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**Question: 1**

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

- A. After a new change project is created
- B. After the Starter system is terminated
- C. After the organizational structure and chart of accounts are defined
- D. After the SAP Best Practices content is migrated from the Starter system

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**Answer: C**

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**Question: 2**

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You are working on a Customer Returns (BDD) process in SAP S/4HANA Cloud. Which SAP business role is responsible for removing the billing block? Please choose the correct answer.

- A. Shipping specialist
- B. Billing clerk
- C. Accounts receivable accountant
- D. Internal sales representative

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**Answer: D**

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**Question: 3**

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What does the Simulate Import function allow you to do in the Manage Your Solution SAP Fiori app? Please choose the correct answer.

- A. Generate mass business transactions to test the system
- B. Activate the organizational structure and simulate business process execution against it
- C. Import best-practice business transactions and test business processes
- D. Test migration data against the system customization without commit

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**Answer: D**

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**Question: 4**

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According to the SAP Activate methodology, in what phase is the Fit-to-Standard workshop executed? Please choose the correct answer.

- A. Prepare

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

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**Answer: D**

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**Question: 5**

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Which levels constitute the structure of a sales order? 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

- A. Inventory
- B. Delivery Billing
- C. Customer
- D. Item Schedule line
- E. Sales organization
- F. Header
- G. Material
- H. Distribution channel Division
- I. Order

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**Answer: E**

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**Question: 6**

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What is the difference between the Free of Charge Delivery process and the Sell from Stock process? Please choose the correct answer.

- A. Billing type
- B. Sales document type
- C. Picking document type
- D. Delivery document type

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**Answer: B**

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**Question: 7**

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What does SAP S/4HANA Enterprise Management Cloud provide? There are TWO answers for this Question

- A. Native integration with non-SAP cloud solutions
- B. Preconfigured content for core services
- C. Guided configuration tools

D. Access to the implementation Guide (IMG)

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**Answer: B, C**

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**Question: 8**

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How do you manage the organizational structure in SAP S/4HANA Cloud? Please choose the correct answer.

- A. The structure is generated upon client activation
- B. You can delete the organizational units you do NOT need
- C. The new SAP S/4HANA Cloud tenant comes with an organizational structure that includes all the possible organizational units
- D. You create new units as copies of the existing ones
- E. The new SAP S/4HANA Cloud tenant comes with no organizational structure
- F. The new SAP S/4HANA Cloud tenant comes with a basic organizational structure
- G. The new SAP S/4HANA Cloud tenant comes with a best-practice organizational structure
- H. The structure is fixed and cannot be modified

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**Answer: F**

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**Question: 9**

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You are working on a Sales Order Processing with Collective Billing (BKZ) process in SAP S/4HANA Cloud. Which SAP Fiori app is proposed in the test script document to execute the mass creation of billing documents? Please choose the correct answer.

- A. Create Billing Documents - VF01
- B. Create Billing Documents
- C. Create Billing Documents - VF04
- D. Manage Billing Documents

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**Answer: B**

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**Question: 10**

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

- A. To conduct a blueprint workshop to identify all customer requirements for a completely customized solution
- B. To demonstrate SAP Best Practices processes in a preconfigured system and identify customer personalization requirements
- C. To demonstrate the customer's personalized solution, including process flows, the organizational structure, and authorizations
- D. To configure the customer's personalized solution for demonstration and testing during the Realize

phase

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**Answer: B**

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