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**Exam** : **C-S4CS-1902**

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

**Vendor** : SAP

**Version** : DEMO

**NO.1** You are working in the SAP Fiori analytical apps for sales (1BS) in SAP S/4HANA Cloud. Which role would allow a user to launch the largest number of analytical apps for sales?

Response:

- A. Billing clerk
- B. Shipping specialist
- C. Sales manager
- D. Returns refund clerk

**Answer:** C

**NO.2** Your SAP S/4HANA Cloud system is integrated with SAP SuccessFactors Employee Central. In a new cost center, you add the relevant employee's user ID in the User Responsible field.

How is this change updated in the relevant employee master records?

Response:

- A. You manually update the cost center assignment in the employee data in SAP SuccessFactors
- B. You trigger the Simple Object Protocol (SOAP)-based replication to SAP SuccessFactors Employee Central
- C. You manually update the assignment in the business partner in SAP S/4HANA Cloud
- D. The system automatically updates the cost center assignment in all relevant master records

**Answer:** B

**NO.3** Which benefits does the use of guided configuration provide in SAP S/4HANA Cloud?

There are TWO answers for this Question

Response:

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

**Answer:** B,D

**NO.4** What function do you perform during the data load preparation?

Response:

- A. Analyze legacy data for validity and relevance
- B. Extract legacy data from the current system
- C. Fill in migration templates with legacy data
- D. Simulate data load in the new cloud system

**Answer:** C

**NO.5** What are key activities of the Prepare phase of the SAP Activate methodology?

There are THREE answers for this Question

Response:

- A. User training
- B. Customer self-enablement
- C. Project setup

- D. Data migration
- E. System provisioning

**Answer:** B,C,E

**NO.6** You are working on a Credit Memo Processing (1EZ) process in SAP S/4HANA Cloud. Which SAP Fiori apps are used for credit memo processing?

There are TWO answers for this Question

Response:

- A. My Sales Overview
- B. Sales Order Fulfillment
- C. Manage Credit Memo Requests
- D. Create Billing Documents

**Answer:** C,D

**NO.7** What is the most significant feature of a hybrid cloud?

Response:

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

**Answer:** C

**NO.8** Which tool do you use to change or add business rules and business logic in the key user extensibility scenario?

Response:

- A. ABAP Workbench
- B. Cloud ABAP Web Editor
- C. SAP Cloud Platform
- D. Eclipse

**Answer:** D

**NO.9** You are working on an Invoice Correction Process with Debit Memo (BDQ) process in SAP S/4HANA Cloud. What does the Create Debit Memo Request process step indicate?

Response:

- A. Instruction to send a debit memo to the customer
- B. Intention to pass a credit for the amount difference
- C. Permission to pay a debit
- D. Intention to recover amount difference as a debit

**Answer:** D

**NO.10** What is the minimum data replication interval between SAP S/4HANA Cloud and SAP Concur?

Response:

- A. Minute

**B.** Second

**C.** Day

**D.** Hour

**Answer:** A