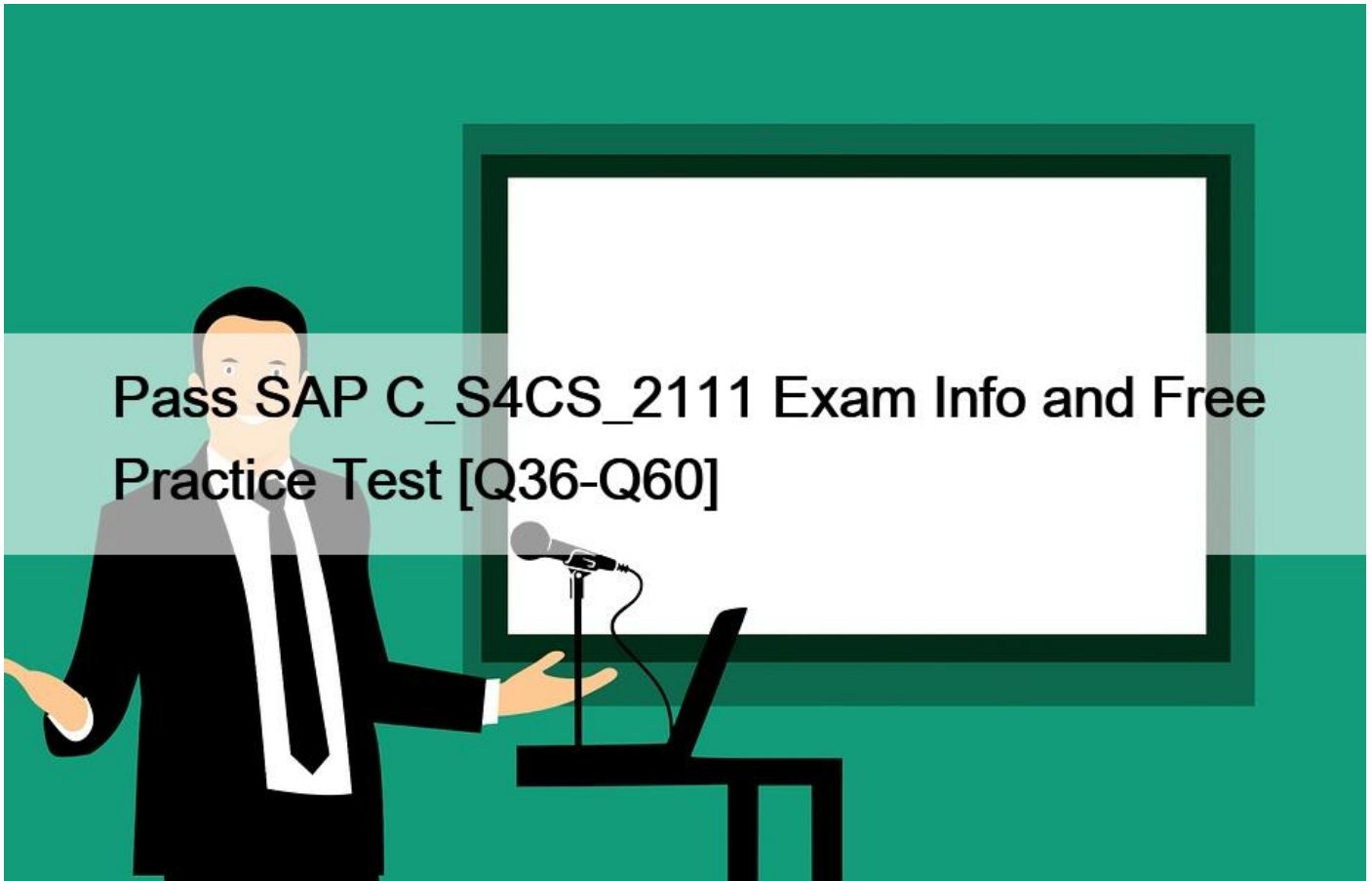


## Pass SAP C\_S4CS\_2111 Exam Info and Free Practice Test [Q36-Q60]



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**Q36.** Which organizational units are directly linked to a plant?

There are 2 correct answers to this question.

Response:

- \* Sales office
- \* Storage location
- \* Credit control area
- \* Company code

**Q37.** Where can you view the activated SAP Best Practice processes?

Please choose the correct answer.

Response:

- \* SAP Best Practices Explorer

- \* SAP Solution Builder
- \* SAP S/4HANA Cloud Manage Your Solution app
- \* SAP Central Business Configuration

**Q38.** Which activity do you perform during the data load preparation?

Please choose the correct answer.

Response:

- \* Simulate data load in the new cloud system
- \* Define specifications for data extraction on legacy system
- \* Fill in migration templates with legacy data
- \* Resolve data issues from the simulation process

**Q39.** When you create a sales order item, in which sequence is the master data read to determine the delivery plant?

Please choose the correct answer.

Response:

- \* 1. Customer-material info record

2. Business partner (ship-to party)

3. Material master record

- \* 1. Business partner (ship-to party)

2. Material master record

3. Customer-material info record

- \* 1. Material master record

2. Business partner (ship-to party)

3. Customer-material info record

- \* 1. Customer-material info record

2. Material master record

3. Business partner (ship-to party)

**Q40.** You are integration SAP Ariba with SAP S/4HANA Cloud. What do the integration scenarios enable you to do?

There are 3 correct answers to this question.

Response:

- \* Start finding sources of supply for purchase requisitions
- \* Transfer sales orders to your customers
- \* Transfer promotion discounts to your customers
- \* Transfer purchase orders to your suppliers
- \* Transfer suggestions of discounts for early invoice payments to your suppliers

**Q41.** 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.

Response:

- \* Create a division to group the relevant products.
- \* Assign a new sales office to a sales organization.
- \* Create a sales office for the relevant products.
- \* Assign a new division to a sales organization.

**Q42.** Which end-to-end solution does intercompany sales order processing for domestic and international customers belong to?

Please choose the correct answer.

Response:

- \* Order and contract management
- \* Inventory management
- \* Receivables management
- \* Invoice and payables management

**Q43.** In the SAP Ariba Payment and Discount Management process, which step comes immediately after the

&#8220;suggest a discount for early processing&#8221; step?

Please choose the correct answer.

Response:

- \* Update payment proposal.
- \* Start payment run.
- \* Release invoice for payment.
- \* Evaluate payment suggestion.

**Q44.** What function do you perform during the data load preparation?

Please choose the correct answer.

Response:

- \* Analyze legacy data for validity and relevance
- \* Simulate data load in the new cloud system
- \* Extract legacy data from the current system
- \* Fill in migration templates with legacy data

**Q45.** Which tool do you use to change or add business rules and business logic in the key user extensibility scenario?

Please choose the correct answer.

Response:

- \* SAP Cloud Platform
- \* Cloud ABAP Web Editor
- \* Eclipse
- \* ABAP Workbench

**Q46.** What are your options if an out-of-the-box integration between SAP S/4HANA Cloud and another SAP solution is NOT available?

There are 2 correct answers to this question.

Response:

- \* Integration tools
- \* Whitelisted APIs
- \* Infrastructure as a Service
- \* Unrestricted firewall

**Q47.** Which business objects were initially released as part of the SAP One Domain Model?

There are 2 correct answers to this question.

Response:

- \* Workforce person
- \* Cost center
- \* Supplier
- \* Business partner

**Q48.** You receive a request for information from a customer. What sequence of process steps is a valid response to the request?

Please choose the correct answer.

Response:

- \* Create customer, create sales quotation, create sales contract
- \* Create customer, create sales quotation, create sales order
- \* Create sales inquiry, accept sales inquiry, create sales order
- \* Create sales inquiry, reject sales inquiry, create sales contract

**Q49.** What is the purpose of the Fit-to-Standard workshop?

Please choose the correct answer.

Response:

- \* To alter the standard SAP processes so that they fit with the customer's requirements
- \* To understand and be aware of gaps between business processes and SAP standard processes
- \* To map the standard SAP roles to people in the organization
- \* To design enhancements to cover the gaps between business processes and SAP standard processes

**Q50.** Your SAP S/4HANA Cloud system is integrated with SAP SuccessFactors Employee Central. You are informed of a change of address for a colleague.

Where can you update the address details manually?

Please choose the correct answer.

Response:

- \* In the employee master record in SAP SuccessFactors
- \* In the business partner master record in SAP S/4HANA Cloud
- \* In the supplier master record in SAP S/4HANA Cloud
- \* In the user master record in SAP SuccessFactors

**Q51.** 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.

Response:

- \* Internal sales representative
- \* Shipping specialist
- \* Billing clerk
- \* Accounts receivable accountant

**Q52.** Which value propositions does SAP S/4HANA Cloud provide?

There are 2 correct answers to this question.

Response:

- \* Preconfigured content for business processes
- \* Native integration with non-SAP cloud solutions
- \* Guided configuration tools for simpler configuration
- \* Access to the Implementation Guide (IMG) for customization

**Q53.** Which activity does the expert configuration allow?

Please choose the correct answer.

Response:

- \* Adaptation of editable fields within SAP Best Practices content
- \* Deletion of SAP Best Practices content before Quality system activation
- \* Creation of new processes in customer owned area
- \* Customization of SAP objects by the SAP Service Center

**Q54.** Which data objects can be replicated to SAP Concur?

There are 3 correct answers to this question.

Response:

- \* Bills of material
- \* Cost centers
- \* Purchase orders
- \* Internal orders
- \* Project work breakdown structure elements

**Q55.** Which app do you use to extend the existing organizational units?

Please choose the correct answer.

Response:

- \* Manage Teams and Responsibilities
- \* Import Employees
- \* Manage Your Solution
- \* Extensibility Cockpit

**Q56.** You are working on a Customer Return (BDD) process in SAP S/4HANA Cloud. What do you create during the customer returns process?

There are 3 correct answers to this question.

Response:

- \* Return stock location
- \* Billing document
- \* Delivery
- \* Return order
- \* Billing block

**Q57.** Which of the following are main steps in the free of charge delivery process?

There are 2 correct answers to this question.

Response:

- \* Perform delivery split
- \* Create outbound delivery
- \* Create sales order
- \* Confirm proof of delivery

**Q58.** What can you do in SAP S/4HANA Cloud to restrict price agreements for a customer to a specific product line?

There are 2 correct answers to this question.

Response:

- \* Create a sales office for the relevant products
- \* Assign a new shipping point to the delivering plant
- \* Create a division to group the relevant products
- \* Assign a new division to a sales organization

**Q59.** What determines the plan layout in the Planning Apps for Sales (100) scope item?

There are 2 correct answers to this question.

Response:

- \* Dimensions defined by the user
- \* Attributes defined by the user

- \* Versions defined by the user
- \* Plan data defined by the user

**Q60.** Which organizational units can form a sales area in SAP S/4HANA Cloud?

Please choose the correct answer.

Response:

- \* The company code, the plant, and the sales organization
- \* The sales organization, the distribution channel, and the division
- \* The sales organization, the delivering plant, and the division
- \* The sales organization, the distribution channel, and the shipping point

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