

# **SAP**

## **C\_S4CS\_2105 Exam**

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

**Questions & Answers  
Demo**

# Version: 4.0

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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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