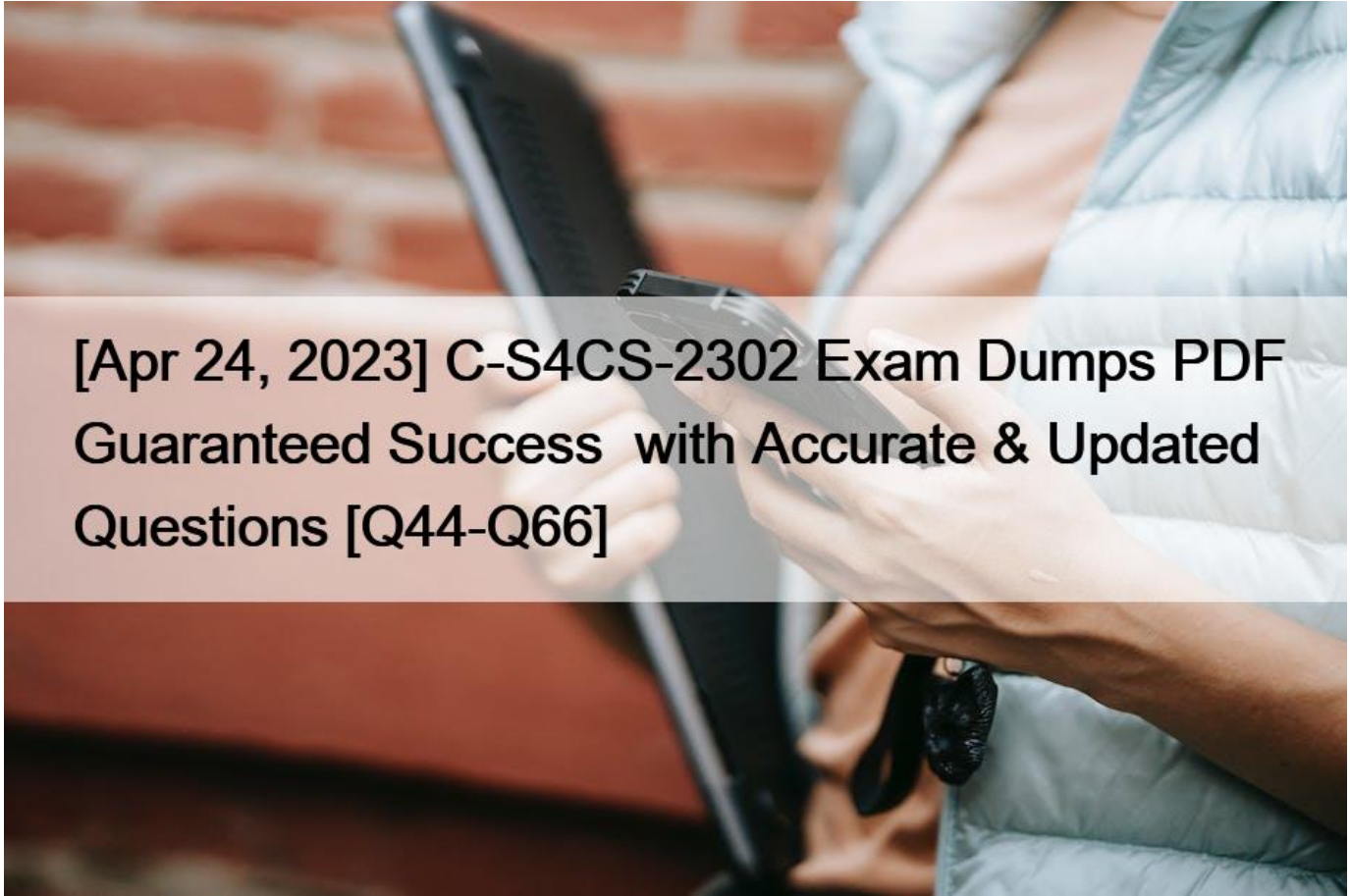


## [Apr 24, 2023 C-S4CS-2302 Exam Dumps PDF Guaranteed Success with Accurate & Updated Questions [Q44-Q66]



**[Apr 24, 2023] C-S4CS-2302 Exam Dumps PDF Guaranteed Success with Accurate & Updated Questions [Q44-Q66]**

[Apr 24, 2023] C-S4CS-2302 Exam Dumps PDF Guaranteed Success with Accurate & Updated Questions  
Pass C-S4CS-2302 Exam - Real Test Engine PDF with 138 Questions

The SAP C-S4CS-2302 Certification Exam is an excellent opportunity for sales and marketing professionals to demonstrate their skills and knowledge in using the SAP S/4HANA Cloud public edition. Becoming certified can open up new career opportunities and can help professionals stand out in a competitive job market.

The SAP C-S4CS-2302 certification exam covers a range of topics, including sales process, pricing, delivery processing, billing, sales analytics, and sales order management. This exam is intended for professionals with at least one year of experience working with SAP solutions. Candidates who pass this exam can expect to have a thorough understanding of the SAP S/4HANA Cloud public edition Sales application, enabling them to provide effective support, implementation, and operation of this solution. With this certification, candidates can demonstrate their expertise in SAP S/4HANA Cloud public edition Sales, enhancing their career prospects in the SAP landscape.

#### QUESTION 44

What SAP Fiori app do you use to mass upload your customer master data to SAP S/4HANA Cloud? Please choose the correct answer.

- \* Create PI Documents
- \* Customer Master
- \* Maintain Business Partner
- \* Manage Your Solution

#### QUESTION 45

What can you do with the Manage Sales Quotations app? (3)

- \* Extend the validity period for a selected sales quotation
- \* Process output for a selected sales quotation
- \* Reject all items for a selected sales quotation
- \* Search for sales quotations using a free text search
- \* Execute the price determination for a selected sales quotation

#### QUESTION 46

Which of the following documents can be used as a reference to create debit memo requests? There are 2 correct answers to this question. 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

- \* Value contract
- \* Sales order
- \* Quantity contract
- \* Billing document

#### QUESTION 47

What are some characteristics of SAP HANA Enterprise Cloud? Note: There are 3 correct answers to this question.

- \* It is a Platform as a Service (PaaS) plus managed services.
- \* Services include provisioning, patching, and upgrading.
- \* It is an Infrastructure as a Service (IaaS) plus managed services
- \* SAP runs your application in a shared environment
- \* Customers can bring their own licensed SAP applications.

#### QUESTION 48

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? Please choose the correct answer.

- \* Instruction to send a debit memo to the customer
- \* Intention to recover amount difference as a debit
- \* Permission to pay a debit
- \* Intention to pass a credit for the amount difference

#### QUESTION 49

What are some responsibilities of a Customer Center of Expertise (CCOE)? Note: There are 3 correct answers to this question

- \* Conduct risk-based assessments to determine the value of activating new processes.

- \* Reduce the total cost of ownership for IT.
- \* Serve as a central contact for SAP and manage interactions with the SAP Service Center.
- \* Determine KPIs that will support a continuous improvement mindset.
- \* Ensure the resources necessary for the project's success are available.

#### QUESTION 50

You are performing data migration using the SAP S/4HANA Migration Cockpit. The same record exists twice in your upload file. At which stage does the upload of the migration template fail due to the duplicated record?

- \* Simulate Import
- \* Validate Data
- \* Convert Values
- \* Execute Import

#### QUESTION 51

Which of the following can be transported using the Software Collection apps in SAP S/4HANA Cloud? Note: There are 2 correct answers to this question.

- \* Migration projects
- \* Custom business roles
- \* Custom business objects
- \* UI variants and changes

#### QUESTION 52

Which organizational element determines that the sales area can belong to only one company code? 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

- \* Sales organization
- \* Plant
- \* Distribution channel
- \* Division

#### QUESTION 53

Which activities are performed by the SAP Global Service Center? There are TWO answers for this Question

- \* Expert configuration
- \* Legacy data migration
- \* User training content development
- \* SAP Best Practices model company activation

#### QUESTION 54

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

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

### QUESTION 55

You are working on a Sales Order Processing with Collective Billing (BKZ) process in SAP S/4HANA Cloud. Which of the following split criteria always prevent the combination of multiple sales orders into a single outbound delivery?

(2)

- \* Plant
- \* Payment term
- \* Ship-to party
- \* Shipping point

### QUESTION 56

What are some services SAP delivers as part of the RISE with SAP S/4HANA Cloud solution? Note: There are 2 correct answers to this question.

- \* Release upgrade planning
- \* Infrastructure management
- \* Technical upgrade installation
- \* Business process configuration

### QUESTION 57

Which cloud computing service enables you to build and deploy applications?

- \* PaaS
- \* IaaS
- \* IPaaS
- \* SaaS

### QUESTION 58

Which user ID must be locked for security reasons after you create an administrator business user? Please choose the correct answer.

- \* SAP Lifecycle Management Administrator (SAP\_LMADM)
- \* SAP Customer Business User (SAP\_CUST\_BUS)
- \* SAP Customer Initial User (SAP\_CUST\_INI)
- \* SAP E-Mail Inbound Processing (SAP\_SMTP\_IN)

### QUESTION 59

What can a business user do with personal settings? Note: There are 2 correct answers to this question.

- \* Change the format of dates and numbers.
- \* Change the order of columns in a table.
- \* Modify the UI layout of the app.
- \* Merge two or more columns into a single column.

### QUESTION 60

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. 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

- \* 1. Customer-material info record

2. Business partner (ship-to party)

3. Material master record

\* 1. Customer-material info record

2. Material master record

3. Business partner (ship-to party)

\* 1. Material master record

2. Business partner (ship-to party)

3. Customer-material info record

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

2. Material master record

3. Customer-material info record

#### **QUESTION 61**

Which information must you enter manually in the invoice correction process?

- \* Billing plan
- \* Order reason
- \* Billing block
- \* Return reason

#### **QUESTION 62**

Which activity does the expert configuration allow? 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

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

#### **QUESTION 63**

You evaluate a predictive model. What is the value range of predictive power and prediction confidence? 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

- \* From 0 to 100
- \* From 0 to 1000
- \* From 0 to 10
- \* From 0 to 1

#### **QUESTION 64**

How does an implementation consultant support the customer during Fit-to-Standard workshops? Note: There are 2 correct answers to this question.

- \* Demonstrate SAP Best Practices in the starter system.
- \* Highlight gaps that require decisions on configuration or extensibility.
- \* Determine set up instructions for Customer-Driven Integrations.
- \* Conduct end-user training on all active scope items.

#### QUESTION 65

Which tool do you use to develop your own cloud applications for SAP S/4HANA Cloud?

- \* SAPUI5 SDK
- \* SAP Cloud SDK
- \* SAP HANA Studio
- \* SAP ADK

#### QUESTION 66

In which scenario would you use Read Access Logging (RAL) to determine the information?

- \* If a business user accessed a business partner's personal data
- \* If the authorizations for a business user are missing or insufficient
- \* If a business user accessed data in a custom field of an application
- \* If a business user has restrictions when accessing data in an application

The SAP C-S4CS-2302 exam is an essential certification for professionals who are involved in the implementation and support of the SAP S/4HANA Cloud system for sales processes. It validates the candidate's knowledge and skills in sales processes, sales analytics, and sales documents in the SAP S/4HANA Cloud environment. Passing this exam demonstrates the candidate's expertise in configuring and customizing the SAP S/4HANA Cloud system to meet customer requirements.

**Get New C-S4CS-2302 Certification Practice Test Questions Exam Dumps:**

<https://www.validbraindumps.com/C-S4CS-2302-exam-prep.html>