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Exam : **C_S4CS**

Title : SAP Certified - Implementation
Consultant - SAP S/4HANA
Cloud Public Edition, Sales

Vendor : SAP

Version : DEMO

NO.1 Which levels constitute the structure of a sales order?

- A. Customer, Material, Inventory
- B. Sales organization, Distribution channel, Division
- C. Order, Delivery, Billing
- D. Header, Item, Schedule line

Answer: D

NO.2 Which organizational element is used with the combination of sales organization and distribution channel to form a sales area?

- A. Sales office
- B. Sales group
- C. Plant
- D. Division

Answer: D

NO.3 Which organizational unit do you use to represent a place where materials are produced or goods and services are supplied??

- A. Company code
- B. Sales organization
- C. Plant
- D. Storage location

Answer: C

NO.4 Which organizational unit represents an independent accounting unit?

- A. Sales Organization
- B. Company Code
- C. Distribution Channel
- D. Division

Answer: B

NO.5 Where is the initial list of known integrations documented?

- A. In the Fit-to-Standard Workshops
- B. In SAP Cloud ALM
- C. In the Digital Discovery Assessment
- D. In the Business Driven Configuration Questionnaire

Answer: C

NO.6 Which organizational unit do you use to represent a place where materials are produced or goods and services are supplied??

- A. Company code
- B. Sales organization
- C. Plant
- D. Storage location

Answer: C

NO.7 Which of the following describes the use of return orders in SAP S/4HANA Returns Management? Note: There are 2 correct answers to this question.

- A.** A follow-up activity may be entered in the return order item
- B.** A return order must be created with reference to a sales order
- C.** The settlement agreed with the customer is recorded in the return order item
- D.** An inspection code may be entered in the return order header

Answer: A,C

NO.8 What happens when control/ownership of materials is transferred from the delivering company to the selling company in SAP Advanced Intercompany Sales? Note: There are 2 correct answers to this question.

- A.** An intercompany customer invoice is automatically created.
- B.** Goods issue is posted in the delivering company.
- C.** The date and time of the transfer of control are recorded in the outbound delivery.
- D.** The materials are removed from the delivering company's valuated stock in transit.

Answer: A,D