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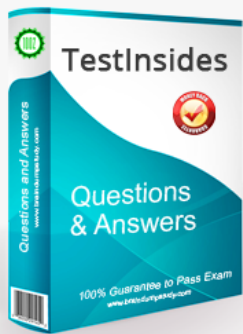
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**Exam** : **C\_S4CS\_2105**

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

**Vendor** : SAP

**Version** : DEMO

**NO.1** What is the organizational unit at the top-most level in SAP S/4HANACloud?

- A. Controlling area
- B. Company code
- C. Plant
- D. Operating concern

**Answer:** D

**NO.2** Which of the following are mandatory global parameter fields for consolidation? 3 answers

- A. Fiscal year / period
- B. Controlling area
- C. Consolidation area
- D. Consolidation version
- E. Consolidation chart of accounts

**Answer:** B,C,E

**NO.3** You are working on a Sale from Stock (BD9) process in SAP S/4HANA Cloud. Which of the following process steps is the shipping specialist responsible for? (2)

- A. Run Advanced Available-to-Promise
- B. Add freight costs
- C. Create batches
- D. Create outbound delivery

**Answer:** B,D

**NO.4** 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? Please choose the correct answer.

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

**Answer:** B

**NO.5** 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. Internal sales representative
- B. Billing clerk
- C. Accounts receivable accountant
- D. Shipping specialist

**Answer:** A

**NO.6** During Convergent Billing (IMC), you need to combine multiple documents in a subsequent billing document.

Which of the following document item characteristics must be identical? (2)

- A. Ship-to party
- B. Payer
- C. Incoterms
- D. Billing date

**Answer:** B,D

**NO.7** A business creates an invoice in SAP Concur

Which actions, performed in SAP S/4HANA trigger an update in SAP Concur? 2 answers

- A. Reverse invoice
- B. Park invoice
- C. Post invoice
- D. Pay invoice

**Answer:** C,D