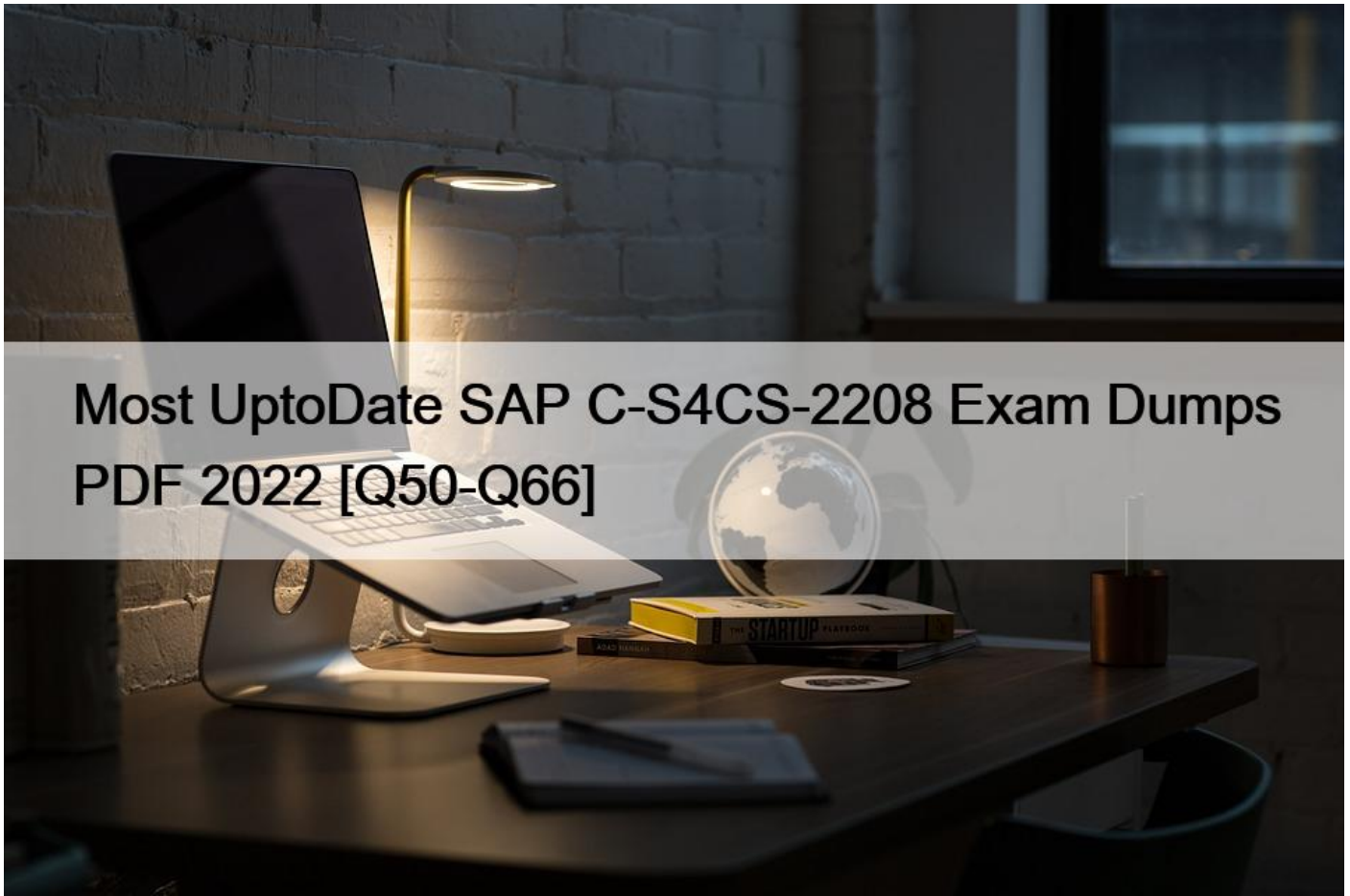


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SAP C-S4CS-2208 Exam Syllabus Topics:

TopicDetailsTopic 1- Perform Tasks related to Order-to-Cash Performance Monitoring (BKN)- describe Expert Configuration; explain SAP Business Technology Platform Identity Authentication ServiceTopic 2- Identify Self-Service Configuration UIs for data migration- Scope Item Level Implementation for Core SalesTopic 3- SAP S- 4HANA Cloud (public) - Sales Overview- Fiori Overview Pages for Sales and Distribution (1BS)Topic 4- Describe the concepts of extensibility and integration and their implementations- Identify Key Solution configuration settings for integrationTopic 5- Describe the RISE with SAP strategy and the solution scope of SAP S- 4HANA Cloud (public)- Explain Organizational Units and the basic best practices for system data used in the SAP S- 4HANA Cloud environment specifically addressing SalesTopic 6- Explain tenants of SAP Cloud security, General Data Protection Regulation (GDPR) requirements- Perform Tasks related to Sales Contract Management (I9I), Sales Quotation (BDG), Sell from Stock (BD9)

QUESTION 50

InApp and Side-by-Side Extensibility

Which in-app extensibility options are available in SAP S/4HANA Cloud? 2 answers

- * Integration extensibility
- * Managed extensibility
- * Classic extensibility
- * Key user extensibility

QUESTION 51

What is the difference between the Free of Charge Delivery process and the Sell from Stock process? Please choose the correct answer.

- * Billing type
- * Sales document type
- * Picking document type
- * Delivery document type

QUESTION 52

In which implementation phase do you perform data load preparation? 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

- * Realize
- * Deploy
- * Explore

QUESTION 53

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)

- * Add freight costs
- * Create batches
- * Create outbound delivery
- * Run Advanced Available-to-Promise

QUESTION 54

How does the implementation consultant support the customer during Fit-to-Standard workshops? There are TWO answers for this Question

- * Demonstrate SAP Best Practices in the Starter system
- * Review current custom code in the customer system
- * Highlight gaps that require configuration or extensibility decisions
- * Show and explain all available self-service configuration UIs

QUESTION 55

You are running the Sales Order Processing with Customer Down Payment (BKJ) process. Who creates the down payment request? 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

- * Shipping specialist

- * Internal sales representative
- * Billing clerk
- * Accounts receivable accountant

QUESTION 56

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 57

What function do you perform during the data load preparation? Please choose the correct answer.

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

QUESTION 58

In which SAP Best Practices resource do you find the Self-Service Configuration UIs per scope item? Please choose the correct answer.

- * Backlog list template
- * Test script
- * Business process flow
- * Business scenario to configuration mapping

QUESTION 59

You are working on a Sell from Stock (BD9) process in SAP S/4HANA Cloud. Which business role can confirm the shipment of goods by posting a goods issue? Please choose the correct answer.

- * Shipping specialist
- * Warehouse clerk
- * Sales representative
- * Billing clerk

QUESTION 60

You save a sales order in Sales Processing using Third-Party without Shipping Notification (BDK). What is automatically created for each relevant third party? 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 feedback@erpprep.com to get up to 50% cashback.

- * Purchase order
- * Billing document
- * Delivery
- * Purchase requisition

QUESTION 61

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

- * Manage Schedule Agreements
- * Manage Business Users
- * Manage Mass Maintenance
- * Manage Your Solution

QUESTION 62

You are working in the SAP Fiori analytical apps for sales (IBS) 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.

- * Shipping specialist
- * Returns refund clerk
- * Sales manager
- * Billing clerk

QUESTION 63

What is the most significant feature of a hybrid cloud? Please choose the correct answer.

- * It is made available on the premises of a third-party cloud provider.
- * It is a mix of on-premise and cloud solutions.
- * It is a mix of private cloud and public cloud.
- * Its resources are shared by multiple customers and accessed via the Internet.

QUESTION 64

For which extensibility approach do you use the SAP Cloud Platform? Please choose the correct answer.

- * Key user extensibility
- * Classic extensibility
- * Side-by-side extensibility
- * Managed extensibility

QUESTION 65

What does the Simulate Import function allow you to do in the Manage Your Solution SAP Fiori app? Please choose the correct answer.

- * Generate mass business transactions to test the system
- * Activate the organizational structure and simulate business process execution against it
- * Import best-practice business transactions and test business processes
- * Test migration data against the system customization without commit

QUESTION 66

Which of the following criteria must a quotation meet to be considered in the Quotation Conversion Rate KPI? 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

- * Net Value > 0
- * Valid on the current date
- * Header status is completed

* Reference to an inqiiy

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