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Exam : **C_S4CS_2008**

Title : SAP Certified Application
Associate - SAP S/4HANA Cloud
- Sales Implementation

Vendor : SAP

Version : DEMO

NO.1 What does SAP S/4HANA Enterprise Management Cloud provide? There are TWO answers for this Question

- A. Access to the implementation Guide (IMG)
- B. Preconfigured content for core services
- C. Guided configuration tools
- D. Native integration with non-SAP cloud solutions

Answer: B,C

NO.2 Which steps are part of the Sales Processing using Third-Party without Shipping Notification (BDK) process? There are 3 correct answers to this question

- A. Create inbound delivery
- B. Create billing document
- C. Create outbound delivery
- D. Enter vendor invoice
- E. Approve and release purchase order

Answer: B,D,E

NO.3 What can you do with the Simulate Import function of the Manage Your Solution SAP Fiori app? 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. Test migration data against the system customization.
- B. Generate mass business transactions to test the system.
- C. Simulate business process execution.
- D. Import best-practice business transactions and test business processes.

Answer: B

NO.4 In a predictive model for sales, what does the quotation conversion rate measure? 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. The percentage of the net value order items that was converted from quotation items
- B. The percentage of the net value of billing documents that was converted from quotations
- C. The percentage of the number of order items that was converted from quotation items
- D. The percentage of the number of orders that was converted from quotations

Answer: C

NO.5 In which SAP Best Practices resource do you find the Self-Service Configuration UIs per scope item?

Please choose the correct answer.

- A. Business process flow
- B. Business scenario to configuration mapping
- C. Test script

D. Backlog list template

Answer: B

NO.6 Which project team is responsible for preparing and performing the master data loads?

- A.** Basis team
- B.** Customer project team
- C.** Implementation team
- D.** Project leader team

Answer: C

NO.7 Scope Item Level for Financial Supply Chain Management

To which of the following objects do you assign approval patterns to manage bank accounts? 2 answers

- A.** Company code
- B.** Payment signatory
- C.** Bank account ID
- D.** Account type

Answer: A,D

NO.8 How does the implementation consultant support the customer during Fit-to-Standard workshops?

There are TWO answers for this Question

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

Answer: A,B

NO.9 You are taking part in a validation workshop for a scope item, and you identify a gap in a reporting requirement. What do you do? Please choose the correct answer.

- A.** Write the extension specifications
- B.** Create the change request
- C.** Propose possible solutions
- D.** Document the gap in detail

Answer: D