SAP

C_S4CS_2402 Exam

SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud Public Edition – Sales

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Version: 7.0

Question: 1

You work on a Sell from Stock (BD9) process in SAP S/4HANA Cloud Public Edition. What must be created to confirm a customer's intention to buy the products?

A. Sales quotation
B. Outbound delivery
C. Sales inquiry
D. Sales order

Answer: D

Question: 2

You need to manage a customer down payment. Which action do you perform during sales order entry?

A. Enter an appropriate item in the billing plan of the sales order.
B. Create a sales order with a dedicated order type.
C. Enter a specific condition in the pricing procedure of the sales order.
D. Mark the down payment checkbox at item level.

Answer: A

Question: 3

You are working on a Sales Order Processing with Collective Billing (BKZ) process in SAP S/4HANA Cloud Public Edition.

Which of the following split criteria always prevent the combination of multiple sales orders into a single outbound delivery? Note: There are 2 correct answers to this question.

A. Plant
B. Shipping point

C. Payment term
D. Ship-to party

Answer: B D

Question: 4

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

A. Billing document
B. Delivery document
C. Quantity contract
D. Sales order

Answer: A D

Question: 5

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

A. Billing block
B. Order reason
C. Return reason
D. Billing plan

Answer: B

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