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Exam : **C_S4CS_2408**

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

Version : DEMO

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

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

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

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

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