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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**