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C_S4CS_2402 Exam

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

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DEMO
VERSION (LIMITED CONTENT)

**Questions
& Answers**

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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