



# SAP C\_S4CS\_2302 STUDY GUIDE PDF

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**SAP S/4HANA Cloud Sales Certification Questions & Answers**

**Details of the Exam-Syllabus-Questions**

**C\_S4CS\_2302**

**SAP Certified Application Associate - SAP S/4HANA Cloud, public edition - Sales**

**80 Questions Exam – 55% Cut Score – Duration of 180 minutes**

## Table of Contents:

Get an Overview of the C_S4CS_2302 Certification: .....	2
Why Should You Earn the SAP C_S4CS_2302 Certification?.....	2
What Is the SAP C_S4CS_2302 S/4HANA Cloud Sales Certification Exam Structure? .....	3
Enhance Knowledge with C_S4CS_2302 Sample Questions: .....	3
What Study Guide Works Best in Acing the SAP C_S4CS_2302 S/4HANA Cloud Sales Certification? .....	7
Explore the Syllabus Topics and Learn from the Core: .....	7
Make Your Schedule: .....	7
Get Expert Advice from the Training:.....	7
Get Access to the PDF Sample Questions: .....	7
Avoid Dumps and Utilize the SAP C_S4CS_2302 Practice Test:.....	7

## Get an Overview of the C\_S4CS\_2302 Certification:

Who should take the [C\\_S4CS\\_2302 exam](#)? This is the first question that comes to a candidate's mind when preparing for the S/4HANA Cloud Sales certification. The C\_S4CS\_2302 certification is suitable for candidates who are keen to earn knowledge on the S/4HANA and grab their SAP Certified Application Associate - SAP S/4HANA Cloud, public edition - Sales. When it is about starting the preparation, most candidates get confused regarding the study materials and study approach. But C\_S4CS\_2302 study guide PDF is here to solve the problem. C\_S4CS\_2302 PDF combines some effective sample questions and offers valuable tips to pass the exam with ease.

## Why Should You Earn the SAP C\_S4CS\_2302 Certification?

There are several reasons why one should grab the C\_S4CS\_2302 certification.

- The S/4HANA Cloud Sales certification proves to be one of the most recognized certifications.
- The certification badge proves the knowledge of the candidate regarding subject matters and makes his resume presentable to potential candidates.
- Thus earning the [SAP Certified Application Associate - SAP S/4HANA Cloud, public edition - Sales](#) is a powerful qualification for a prosperous career.

## What Is the SAP C\_S4CS\_2302 S/4HANA Cloud Sales Certification Exam Structure?

Exam Name	SAP Certified Application Associate - SAP S/4HANA Cloud, public edition - Sales
Exam Code	<b>C_S4CS_2302</b> » <a href="#">SAP S/4HANA Cloud Sales Certification Online Practice Exam</a>
Level	Associate
Exam Price	\$519 (USD)
Duration	180 mins
Number of Questions	80
Passing Score	C_S4CS_2302 - 55%
Reference Books	<b>S4C60e (SAP Learning Hub only)</b> <b>S4C01e (SAP Learning Hub only)</b> <a href="#">S4CP01 (2302 (PUBLIC)&amp;2022 (PRIVAT))</a>
Schedule Exam	<a href="#">SAP Training</a>
Sample Questions	<a href="#">SAP S/4HANA Cloud Sales Certification Sample Question</a>
Recommended Practice	<a href="#">SAP S/4HANA Cloud Sales Certification Practice Exam</a>

## Enhance Knowledge with C\_S4CS\_2302 Sample Questions:

### Question: 1

What must be defined in SAP Central Business Configuration prior to creating the organizational structure?

There are 2 correct answers to this question.

- a) Fiscal year variant
- b) Group currency
- c) Chart of accounts
- d) Leading ledger

**Answer: a, b**

**Question: 2**

What capabilities are available in SAP Central Business Configuration?

There are 2 correct answers to this question.

- a) Provision the quality and production system
- b) Deploy the solution scope
- c) Maintain Business Users
- d) Migrate data

**Answer: a, b**

**Question: 3**

You need to restrict price agreements for a customer to a specific product line in SAP S/4HANA Cloud. What must you do?

There are 2 correct answers to this question.

- a) Create a division to group the relevant products.
- b) Assign a new sales office to a sales organization.
- c) Create a sales office for the relevant products.
- d) Assign a new division to a sales organization.

**Answer: a, d**

**Question: 4**

You are working on a Credit Memo Processing (1EZ) process in SAP S/4HANA Cloud. What does the Remove Billing Block step in credit memo processing indicate?

Please choose the correct answer.

- a) Permission to release a credit note
- b) Customer's intention to return stock
- c) Customer's intention to pass a credit
- d) Permission to receive the credit memo from the customer

**Answer: a**

**Question: 5**

What is the most significant feature of a hybrid cloud?

Please choose the correct answer.

- a) Its resources are shared by multiple customers and accessed via the Internet.
- b) It is a mix of private cloud and public cloud.
- c) It is a mix of on-premise and cloud solutions.
- d) It is made available on the premises of a third-party cloud provider.

**Answer: b**

**Question: 6**

Where do you activate SAP Best Practice processes in your quality system?

Please choose the correct answer.

- a) SAP Best Practices Explorer
- b) SAP Solution Builder
- c) SAP S/4HANA Cloud Manage Your Solution app
- d) SAP Central Business Configuration

**Answer: d**

**Question: 7**

You are fulfilling customer orders on SAP S/4HANA Cloud. What is the function of the delivering plant during this process?

Please choose the correct answer.

- a) To supply goods through multiple sales organizations
- b) To assign the storage location to the sales organization
- c) To link the distribution channel to the company code
- d) To allow the system to determine multiple shipping points

**Answer: a**

**Question: 8**

You use the My Sales Overview app of the SAP Fiori Analytical Apps for Sales (1BS) scope item. The results displayed on the cards can be filtered by several parameters in the global filter.

Which card is NOT impacted by the filter parameter values?

Please choose the correct answer.

- a) Sales Quotation Pipeline
- b) Customer Contacts
- c) Quick Actions
- d) Open Sales Orders

**Answer: c**

**Question: 9**

Which business objects were initially released as part of the SAP One Domain Model?

There are 2 correct answers to this question.

- a) Workforce person
- b) Cost center
- c) Supplier
- d) Business partner

**Answer: a, b**

**Question: 10**

You are working on a Sales Contract Management (I9I) process in SAP S/4HANA Cloud. Against which contract types can you create release orders?

There are 2 correct answers to this question.

- a) Value contract
- b) Master contract
- c) Quantity contract
- d) Service and maintenance contract

**Answer: a, c**

# What Study Guide Works Best in Acing the SAP C\_S4CS\_2302 S/4HANA Cloud Sales Certification?

The C\_S4CS\_2302 study guide is a combination of some proven study tips and the combination of all valuable study materials like sample questions, syllabus and practice tests in one place.

## Explore the Syllabus Topics and Learn from the Core:

If you are determined to earn success in the S/4HANA Cloud Sales exam, getting in full touch of the [syllabus](#) is mandatory. During preparation, you might not like all syllabus sections or topics, but try to get at least the fundamental knowledge from the sections you don't like. The more you possess knowledge on all syllabus sections, the more is the chance to attempt maximum number of questions during the actual exam.

## Make Your Schedule:

Studying and completing the syllabus becomes easier, if you work on the syllabus topics after making a schedule. Your syllabus must mention what areas you want to cover and within what time. Once you make a schedule and follow it regularly, syllabus completion becomes easier and preparation becomes smoother.

## Get Expert Advice from the Training:

Do not forget to join the SAP C\_S4CS\_2302 training if it is providing any. Training enhances the practical knowledge of a candidate, which helps them to work well in the practical field during projects.

## Get Access to the PDF Sample Questions:

If your study material is in a [PDF format](#) or the materials are mobile-friendly, what could be better than that? Get access to the free sample questions and keep enhancing your knowledge beyond the syllabus.

## Avoid Dumps and Utilize the SAP C\_S4CS\_2302 Practice Test:

Why should you rely on practice tests? The reason is simple: you must get familiar with the exam pattern before reaching the exam hall. An aspirant aware of the exam structure and time management during the exam preparation can perform

well in the actual exam and attempt the maximum number of questions during the exam.

Many aspirants prefer to read from dumps, but they miss out on the self assessment method. Therefore, C\_S4CS\_2302 practice tests always stand out to be the better choice than dumps PDF.

### **Avail the Proven C\_S4CS\_2302 Practice Test for Success!!!**

Do you want to pass the C\_S4CS\_2302 exam on your first attempt? Stop worrying; we, ERPPrep.com are here to provide you the best experience during your S/4HANA Cloud Sales preparation. Try out our free mock tests to get a glimpse of our quality study materials, and build your confidence with the premium [C S4CS 2302 practice tests](#). Our expert-designed questions help you to improve performance and pass the exam on your first attempt.