



DUMPSsheet

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**Shared by Daniel on 24-05-2024**

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# Question 1

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**Question Type:** MultipleChoice

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Which levels constitute the structure of a sales order?

## Options:

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**A-** \* Sales organization

\* Distribution channel

\* Division

**B-** \* Customer

\* Material

\* Inventory

**C-** \* Order

\* Delivery

\* Billing

**D-** \* Header

\* Item

\* Schedule line

## Answer:

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D

## Question 2

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**Question Type:** MultipleChoice

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You use the SAP Fiori Analytical Apps for Sales (18S) in SAP S/4HANA Cloud Public Edition.

What information do these analytical apps provide in the Order-to-Cash process? Note: There are 2 correct answers to this question.

### Options:

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- A- The current status of the customer's credit limit
- B- The current status of sales volumes and profit margins
- C- The current status of sales orders, quotations, and back orders
- D- The current status of warehouse stock levels

### Answer:

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B, C

## Question 3

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**Question Type:** MultipleChoice

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In a predictive model, what does the predictive power measure?

### Options:

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- A- The ability to have the same level of performance on every new dataset
- B- The ability of the input parameters to explain the target
- C- The quantity of predictions that can be realized in the unit of time
- D- The percentage of correct responses in the output dataset

### Answer:

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B

## Question 4

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**Question Type:** MultipleChoice

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Which business roles are relevant for the Predictive Analytics Model Training-Sales (2YJ) scope item? Note: There are 2 correct answers to this question.

**Options:**

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- A- Order Fulfillment Specialist
- B- Sales Manager
- C- Analytics Specialist
- D- Order-to-Cash Process Manager

**Answer:**

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B, C

## Question 5

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**Question Type: MultipleChoice**

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What can you do with the planning apps for sales? Note: There are 2 correct answers to this question.

**Options:**

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- A- Calculate the sales quotation conversion rate.
- B- Compare planned with actual sales data.
- C- Compare ordered, shipped, and billed amounts.
- D- Search, create, and update sales plans.

**Answer:**

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B, D

## Question 6

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**Question Type: MultipleChoice**

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In a predictive model for sales, what does the quotation conversion rate measure?

**Options:**

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- A- The percentage of the net value of billing documents that was converted from quotations

- B-** The percentage of the number of orders that was converted from quotations
- C-** The percentage of the net value order items that was converted from quotation items
- D-** The percentage of the number of order items that was converted from quotation items

**Answer:**

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C

## Question 7

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**Question Type:** MultipleChoice

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In a predictive model, what does prediction confidence measure?

**Options:**

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- A-** The ability to produce results with a constant level of correctness
- B-** The percentage of correct responses in the output dataset
- C-** The ability of the input parameters to explain the target
- D-** The ability to display the same performance level on new datasets compared to the training dataset

**Answer:**

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D

## Question 8

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**Question Type:** MultipleChoice

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Which business roles are relevant for the SAP Fiori Analytical Apps for Sales (1BS) process? Note: There are 3 correct answers to this question.

**Options:**

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- A- Sales Manager
- B- Shipping Specialist
- C- Billing Clerk
- D- Returns Clerk
- E- Internal sales representative

**Answer:**

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A, D, E





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