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SAP C-TS410-2020 Exam Description		
Course: SAP Certified Application Associate - Business Process Integration with SAP S/4HANA	Added in the field of management accounting and utility core functions	12%
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SAP C-TS410-2020 Exam Description:

The "SAP Certified Application Associate - Business Process Integration with SAP S/4HANA" certification exam verifies that the candidate has the core knowledge about business processes and their integration in SAP S/4HANA 2020. This certification exam is recommended as an entry-level qualification to allow governments and application users to get acquainted with SAP S/4HANA users at a broader (Process Publications).

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SAP Certified Application Associate - Business Process Integration with SAP S/4HANA 2020 Sample Questions (Q15-Q20):

NEW QUESTION # 15
Which of the following are Management Accounting organizational levels? There are TWO correct answers. (Select all that apply.)

- A. Operating concern
- B. Controlling area
- C. Company code
- D. Segment

Answers: A,B

NEW QUESTION # 16

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Salesforce Rev-Con-201 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">Revenue Cloud Platform Concepts: This section of the exam measures the skills of Revenue Cloud Consultants and covers the foundational Salesforce features required to configure Revenue Cloud. It focuses on setting up flows, Lightning components, permission set licenses, and permission sets, while also identifying core platform capabilities such as Context Service, OmniStudio, the Business Rules Engine, and available APIs. The section also includes creating context-aware dashboards, selecting meaningful KPIs, and understanding the key Revenue Cloud objects, fields, and data relationships that support end-to-end revenue processes.
Topic 2	<ul style="list-style-type: none">Implementation Readiness: This section of the exam measures the abilities of Implementation Specialists and focuses on preparing an organization to deploy Revenue Cloud. It covers planning for licenses, permission sets, prerequisite feature toggles, and aligning stakeholders across clouds. The domain also includes defining a scope of work, building a project plan, and guiding implementation activities from configuration and testing through deployment and user adoption.
Topic 3	<ul style="list-style-type: none">Catalog Management: This section of the exam measures the skills of Product Catalog Administrators and covers understanding and applying the core concepts of Catalog Management. It includes selecting the correct out-of-the-box tools to structure and maintain a catalog and implementing catalog solutions based on given business scenarios to ensure accurate product organization and availability.
Topic 4	<ul style="list-style-type: none">Asset Management: This section of the exam assesses the skills of Asset Management Administrators, focusing on the concepts, capabilities, and applications of Salesforce Asset Management. It evaluates the ability to implement out-of-the-box solutions for managing assets throughout their lifecycle, ensuring that changes, renewals, and updates align with organizational requirements.
Topic 5	<ul style="list-style-type: none">Contracts and Orders: This section of the exam measures the abilities of Order Management Specialists and covers configuring Salesforce Contracts and Order Management features according to specific business needs. It includes understanding how contract terms, order processing, and related settings support the overall revenue lifecycle in various implementation scenarios.

Salesforce Certified Revenue Cloud Consultant Sample Questions (Q152-Q157):

NEW QUESTION # 152

A business user wants to use advanced Revenue Cloud capabilities to gain a comprehensive view of the company's financial health, from initial quote to final cash collection. They need to track sales performance, forecast revenue, and monitor customer trends. Which Revenue Cloud reporting feature should the business user use?

- A. Revenue Management Intelligence
- B. Pricing Operations Console
- C. Revenue Lifecycle Management

Answer: A

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Revenue Management Intelligence (RMI) is Salesforce's analytics and insights layer for Revenue Cloud.

Documentation describes it as providing:

- * End-to-end Quote-to-Cash analytics, including quoting, orders, billing, and payments.
- * Dashboards for sales performance, revenue forecasts, and customer behavior.
- * Pre-built and customizable KPIs across the revenue lifecycle.

Pricing Operations Console (A) focuses on pricing operations, not full Q2C analytics.

Revenue Lifecycle Management (C) is the product suite itself, not a reporting feature.

References:

Revenue Management Intelligence Guide - Overview and Use Cases

Revenue Cloud Product Documentation - Analytics for Quote-to-Cash

NEW QUESTION # 153

The billing administrator at Universal Containers noticed that when a new order is activated in Salesforce Billing, a Billing Schedule Group (BSG) and an initial Billing Schedule (BS) are automatically created. Later, when the order is amended to add more product quantity, new BSs are generated, but the original BSG remains active.

What is the correct understanding of how BSGs and BSs work in this scenario?

- A. A BSG is used only for reporting; BSs are unrelated to order activity.
- B. BSs are manually created, while BSGs are optional.
- C. A BSG groups related BSs under a single order product, even across amendments.

Answer: C

Explanation:

Explanation (150-250 words)

In Salesforce Billing, when an order product is activated, the system automatically creates a Billing Schedule Group (BSG) to manage all associated Billing Schedules (BSs). The BSG acts as the controlling record that connects multiple BSs generated for the same order product-whether from the initial order or from subsequent amendments.

When an amendment increases product quantity, Salesforce Billing does not create a new BSG; instead, it adds new BSs under the existing BSG. This design ensures that all billing activities for that product line- original or amended-are tracked within one consistent group.

Each Billing Schedule (BS) defines when and how much to bill, while the BSG provides a unified structure for reporting, synchronization, and downstream billing actions (e.g., invoicing, revenue recognition).

Thus, the persistence of the same BSG across amendments reflects correct and expected system behavior- ensuring billing continuity, preventing duplicate invoicing, and maintaining a single view of all schedules related to one order product.

Exact Extracts from Salesforce Revenue Cloud (Billing Implementation Guide):

* "A Billing Schedule Group (BSG) acts as a container for all Billing Schedules associated with the same order product. When amendments occur, Salesforce Billing generates new Billing Schedules under the existing Billing Schedule Group."

* "Billing Schedules define the timing and amounts to bill, while Billing Schedule Groups maintain continuity across amendments and changes." References (document/source names only; no URLs):

* Salesforce Billing Implementation Guide - Billing Schedules and Billing Schedule Groups

* Salesforce Billing Implementation Guide - Amendments and Schedule Regeneration

* Salesforce Revenue Cloud Data Model - Order Product to Billing Schedule Relationships

NEW QUESTION # 154

A software company wants to offer a Premium Suite bundle that includes multiple applications and support services at a discounted price compared to purchasing each component individually. The company also needs to apply different discounts to this bundle based on custom conditions.

Which pricing element must the company use to define the bundle pricing logic and then to calculate its price within a pricing procedure?

- A. Bundle-Based Price and Price Adjustment Matrix
- B. Bundle-Based Price and Product Selling Model
- C. Attribute-Based Price and Volume Discount

Answer: A

Explanation:

Exact Extracts from Salesforce Revenue Cloud (Pricing Procedure and CPQ Implementation Guides):

* "Bundle-Based Pricing allows you to define how the total price of a bundle is determined, whether from component prices, a fixed price, or dynamic price calculation."

* "Price Adjustment Matrices are used within pricing procedures to apply conditional or tiered discounts to bundle or product pricing."

* "Attribute-Based Pricing is used for pricing individual products based on attribute values, not entire bundles." Step-by-Step Reasoning:

* Requirement:

* Create bundle pricing logic (discounted total price).

* Apply varying discounts under specific conditions.

* Correct Components:

* Bundle-Based Price: Controls how bundle total is derived.

* Price Adjustment Matrix: Applies dynamic, condition-based discounts.

* Why B is Correct: Matches both aspects - bundle calculation and dynamic discounting.

* Why Others Are Incorrect:

* A: Attribute-Based and Volume Discount apply to standalone or quantity-based pricing, not complex bundles.

* C: Product Selling Model controls selling duration/frequency, not bundle pricing or discount logic.

References :

* Salesforce CPQ Implementation Guide - Pricing Procedures and Bundle-Based Pricing

* Salesforce Billing Implementation Guide - Price Adjustment Matrices

* Salesforce Subscription Management Implementation Guide - Bundle Pricing Strategy

NEW QUESTION # 155

A smartphone product is currently sold as a one-time upfront payment.

In order for it to be sold with equal monthly installment payments for 12 months, what should the consultant set up?

- A. Assign a product selling model option of Evergreen Monthly to the product.
- B. Assign a product selling model option of Term Annual to the product.
- C. Assign a product selling model option of Term Monthly to the product.

Answer: C

Explanation:

To support equal monthly installment payments over a defined period (in this case, 12 months), the product should be configured with a "Term Monthly" selling model. In Salesforce Subscription Management, selling models define the way a product is billed and consumed - particularly whether it's sold as a one-time item, billed over a term, or on an ongoing (evergreen) basis.

The "Term Monthly" model means:

* The product is sold with a defined term length (e.g., 12 months).

* Billing occurs monthly, allowing installment-style payment plans.

* The term and billing frequency are fixed, making it ideal for predictable revenue models like hardware installment plans.

The "Evergreen Monthly" model (option C) is used when the product does not have a fixed end date - common in SaaS or subscription services.

"Term Annual" (option A) implies an annual billing cycle, not suitable for monthly payments.

Exact Extracts from Salesforce Revenue Cloud Documents:

* Subscription Management Implementation Guide - "Selling Models and Termed Products": "Term Monthly allows a customer to commit to a product for a fixed period (e.g., 12 months) with recurring billing on a monthly basis. This model is commonly used for installment-based pricing."

* CPQ Implementation Guide - "Selling Model Configurations": "Assign the correct selling model to enable accurate pricing, billing frequency, and contract behavior based on the product type." References:

Subscription Management Implementation Guide

Salesforce CPQ Implementation Guide

NEW QUESTION # 156

A Revenue Cloud customer sells products that have a large number of attributes. The customer wants to change certain price-impacting attributes without making additional changes to the contract, such as quantity change, addition of new products, etc. How should a consultant do this using out-of-the-box Revenue Cloud functionality?

- A. Perform a Standard Amendment.
- B. Perform a Cancel/Replace.
- C. Perform an Early Renewal.

Answer: A

Explanation:

Exact Extracts from Salesforce Subscription Management Implementation Guide:

* "A Standard Amendment is used to modify existing subscriptions or assets within the active contract term. This includes changes to price-impacting attributes, terms, or product options."

* "Cancel/Replace is used for full contract replacements, whereas Early Renewal creates a new term before expiration."

* "When a customer wants to change price-impacting attributes only (e.g., service level, configuration), a Standard Amendment provides the flexibility to update without replacing or renewing." Step-by-Step Reasoning:

* Requirement: Change price-impacting attributes only within an active subscription.

* Appropriate Process: Standard Amendment, as it modifies the existing subscription line(s).

* Why B is Correct:

* Designed for mid-term modifications including price-affecting changes.

* Why Others Are Incorrect:

* A (Cancel/Replace): Too disruptive; used for structural changes (product replacements).

* C (Early Renewal): Starts a new contract; not relevant for in-term attribute updates.

References :

* Salesforce Subscription Management Implementation Guide - Amendment Types and Use Cases

* Salesforce Billing Implementation Guide - In-Term Amendments and Attribute Management

NEW QUESTION # 157

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