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### SAP C\_S4CS\_2508 Exam Syllabus Topics:

| Topic   | Details                                                                                                                                                                                                                                                                                                                                                                                                            |
|---------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Topic 1 | <ul style="list-style-type: none"><li>• Solution Processes Implementation for Core Sales: This section of the exam measures skills of SAP Sales Consultants and focuses on the execution of core sales processes. It emphasizes how to use and configure related business functions to ensure smooth and efficient sales operations in SAP S</li><li>• 4HANA Cloud Public Edition.</li></ul>                       |
| Topic 2 | <ul style="list-style-type: none"><li>• System Landscapes and Identity Access Management: This section of the exam measures skills of SAP System Administrators and covers how to manage system landscapes and configure identity and access management. The focus is on the foundational tasks needed to maintain secure and functional environments within SAP S</li><li>• 4HANA Cloud Public Edition.</li></ul> |

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|---------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Topic 3 | <ul style="list-style-type: none"> <li>Implementing with a Cloud Mindset, Building the Team, and Conducting Fit-to-Standard Workshops: This section of the exam measures skills of SAP Project Managers and introduces methods to implement with a cloud-first approach. It also covers building effective implementation teams and leading Fit-to-Standard workshops to align processes with business needs.</li> </ul> |
| Topic 4 | <ul style="list-style-type: none"> <li>Extensibility and Integration: This section of the exam measures skills of SAP Integration Specialists and deals with customizing applications and processes using extensibility tools. It also explains how to establish integrations across systems to enhance functionality in SAP environments.</li> </ul>                                                                    |
| Topic 5 | <ul style="list-style-type: none"> <li>Configuration and the SAP Fiori Launchpad: This section of the exam measures skills of SAP Functional Consultants and highlights how to configure business processes using SAP Central Business Configuration. It also looks into the capabilities of SAP Fiori Launchpad for enabling personalized and efficient user experiences.</li> </ul>                                    |
| Topic 6 | <ul style="list-style-type: none"> <li>Data Migration and Business Process Testing: This section of the exam measures skills of SAP Data Migration Consultants and addresses how to migrate data from legacy systems. It also covers the testing of business processes using both manual and automated methods to ensure accuracy and functionality.</li> </ul>                                                          |
| Topic 7 | <ul style="list-style-type: none"> <li>Artificial Intelligence in Sales: This section of the exam measures skills of SAP AI Specialists and focuses on system functions that leverage artificial intelligence within sales. The aim is to enhance sales processes with intelligent automation and insights.</li> </ul>                                                                                                   |

## SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q45-Q50):

### NEW QUESTION # 45

When you create a sales order item, in which sequence is the master data read to determine the delivering plant?

- A. Customer master → Material master → Sales order header
- B. Sales order header → Customer master → Material master
- C. Sales order → Delivery plant → Material master
- **D. Sales area → Shipping conditions → Plant determination**

**Answer: D**

### NEW QUESTION # 46

How can you define the relationship between business roles and business catalogs?

- **A. A business role is a collection of one or more business catalogs.**
- B. A business role restricts access to one or more business catalogs.
- C. A business catalog restricts access to one or more business roles.
- D. A business catalog is a collection of one or more business roles.

**Answer: A**

Explanation:

System Landscapes and identity Access Management

### NEW QUESTION # 47

You work on a Sell from Stock (B D9) process in SAP S/4HANA Cloud Public Edition. What must be created to confirm a customer's intention to buy the products?

- A. Outbound delivery
- B. Sales quotation
- C. Sales inquiry
- **D. Sales order**

**Answer: D**

#### NEW QUESTION # 48

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

- 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: B,D**

#### NEW QUESTION # 49

In which of the following systems do you access your assigned process tasks from the SAP Activate Roadmap of SAP S/4HANA Cloud Public Edition (3-system landscape)?

- A. SAP Cloud ALM for Implementation
- B. SAP Cloud ALM for Service
- **C. SAP Central Business Configuration**
- D. SAP Cloud ALM for Operations

**Answer: C**

#### NEW QUESTION # 50

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