

# C\_S4CS\_2502 Top Questions | New C\_S4CS\_2502 Exam Prep



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## SAP C\_S4CS\_2502 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>Extensibility and Integration</li></ul>
Topic 2	<ul style="list-style-type: none"><li>Organizational Units and System Data for Sales: This section of the exam measures the skills of the sales consultant and covers organizational units and best practices for managing system data related to sales in SAP S</li><li>4HANA Cloud Public Edition.</li></ul>

Topic 3	<ul style="list-style-type: none"> <li>• Solution Processes Implementation for Analytics: This section of the exam measures the skills of the analytics consultant and covers the main analytical solution processes available in SAP S</li> <li>• 4HANA Cloud Public Edition.</li> </ul>
Topic 4	<ul style="list-style-type: none"> <li>• Artificial Intelligence in Sales: This section of the exam measures the skills of the sales consultant and covers system functions that leverage artificial intelligence to enhance sales processes.</li> </ul>
Topic 5	<ul style="list-style-type: none"> <li>• Implementing with a Cloud Mindset, Building the Team, and Conducting Fit-to-Standard Workshops</li> </ul>
Topic 6	<ul style="list-style-type: none"> <li>• This section of the exam measures the skills of the project manager and covers best practices for implementing with a cloud mindset, assembling the implementation team, and conducting Fit-to-Standard Workshops.</li> </ul>
Topic 7	<ul style="list-style-type: none"> <li>• Introduction to Cloud Computing and SAP Cloud ERP Deployment Options</li> </ul>

## SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q21-Q26):

### NEW QUESTION # 21

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 order
- B. Sales Inquiry
- C. Outbound delivery
- D. Sales quotation

**Answer: A**

### NEW QUESTION # 22

You are working on a Credit Memo Processing (1EZ) process in SAP S/4HANA Cloud Public Edition.  
Which SAP Fiori apps are used for credit memo processing?  
Note: There are 2 correct answers to this question.

- A. Manage Debit Memo Requests
- B. Create Billing Documents
- C. Manage Credit Memo Requests
- D. Manage Sales Orders

**Answer: B,C**

### NEW QUESTION # 23

In which SAP Activate methodology phase do consultants configure business processes based on the information gathered in the Fit-to-Standard workshops?

- A. Deploy
- B. Realize
- C. Prepare
- D. Explore

**Answer: B**

### NEW QUESTION # 24

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. Shipping point
- B. Payment terms
- C. Plant
- D. Ship-to party

Answer: A,D

#### NEW QUESTION # 25

You execute the Sell from Stock (BD9) process.

At which process step is the billing due list updated?

- A. Create delivery
- B. Proof of delivery
- C. Execute picking
- D. Post goods issue

Answer: D

#### NEW QUESTION # 26

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