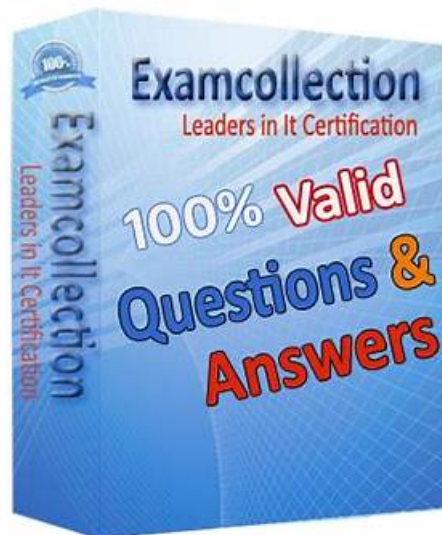


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SAP C-S4CS-2508 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> • 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 • 4HANA Cloud Public Edition.
Topic 2	<ul style="list-style-type: none"> • 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.
Topic 3	<ul style="list-style-type: none"> • 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.
Topic 4	<ul style="list-style-type: none"> • Organizational Units and System Data for Sales: This section of the exam measures skills of SAP Sales Administrators and explains how to set up organizational units and manage system data best practices. The focus is specifically on how sales-related configurations are handled in SAP S • 4HANA Cloud Public Edition.
Topic 5	<ul style="list-style-type: none"> • 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.

SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q11-Q16):

NEW QUESTION # 11

Where do you find industry cloud solutions to address a customer's unique requirement?

- A. SAP Business Technology Platform
- B. SAP Signavio Process Navigator
- C. SAP Discovery Center
- D. SAP Store

Answer: A

NEW QUESTION # 12

You save a sales order in Sales Processing using Third-Party without Shipping Notification (BDK). What is automatically created for each relevant third party?

- A. Billing document
- B. Purchase requisition
- C. Delivery
- D. Purchase order

Answer: B

NEW QUESTION # 13

In SAP Advanced Intercompany Sales, which document acts as the leading object and is relevant for MRP (material requirements planning) and ATP (available to promise) checks?

- A. Intercompany sales order (S04)
- B. Original sales order (S02))
- C. Purchase order placed on the delivering company (P03)

- D. Outbound delivery created in the delivering company

Answer: B

NEW QUESTION # 14

Based on the SAP Activate methodology, which activities must you perform in the Explore phase? Note: There are 2 correct answers to this question.

- A. Conduct the Digital Discovery Assessment to identify extension requirements.
- **B. Use the Test system to demonstrate SAP Best Practice processes.**
- C. Define the organizational structure and chart of accounts.
- **D. Conduct the Fit-to-Standard analysis to gather configuration values.**

Answer: B,D

NEW QUESTION # 15

You are working on a Debit Memo Processing (1F1) process in SAP S/4HANA Cloud Public Edition. Which business role creates the debit memo request?

- A. Billing clerk
- B. Sales manager
- C. Accounts payable accountant
- **D. Internal sales representative**

Answer: D

NEW QUESTION # 16

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