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SAP C-S4CS-2508 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<ul style="list-style-type: none">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 S4HANA Cloud Public Edition.

Topic 3	<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 4	<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.
Topic 5	<ul style="list-style-type: none"> • 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.
Topic 6	<ul style="list-style-type: none"> • 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.
Topic 7	<ul style="list-style-type: none"> • Solution Processes Implementation for Analytics: This section of the exam measures skills of SAP Analytics Consultants and covers how to use main analytical processes within SAP S • 4HANA Cloud Public Edition. The focus is on understanding reporting capabilities and supporting decision-making through analytics.
Topic 8	<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.

SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q60-Q65):

NEW QUESTION # 60

How can you migrate data to SAP S/4HANA Cloud Public Edition? Note: There are 2 correct answers to this question.

- A. With the zero downtime service
- B. With XML or CSV templates
- C. With a separate SAP HANNA database
- D. With Core Data Services

Answer: B,C

NEW QUESTION # 61

What needs to be specified when uploading the purchase order file using the Create Sales Orders - Automatic Extraction app?

- A. Company Code
- B. Customer Delivery Date
- C. Sales Organization
- D. Customer Name

Answer: C

NEW QUESTION # 62

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

- A. The percentage of net values converted from quotations into sales orders
- B. The percentage of the number of order items that was converted from quotation items

- C. The percentage of net values converted from quotations into billing documents
- D. The percentage of the number of orders that was converted from quotations

Answer: D

NEW QUESTION # 63

What have SAP S/4HANA Cloud Business Workflows been designed for? Note: There are 3 correct answers to this question.

- A. To create cross-product workflow procedures
- B. To create business processes with a high number of people involved in a pre-defined sequence
- C. To create standard procedures from SAP Signavio Process Navigator
- D. To create very simple release or approval procedures
- E. To create complex, repeated work processes with iterative cycles

Answer: B,C,E

NEW QUESTION # 64

For which parameter is the percentage of conversion from quotation to order calculated in Predictive Analytics Model Training - Sales (2YJ)?

- A. Net value of order items
- B. Net value of invoiced order items
- C. Quantity of order items
- D. Quantity of invoiced order items

Answer: A

NEW QUESTION # 65

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