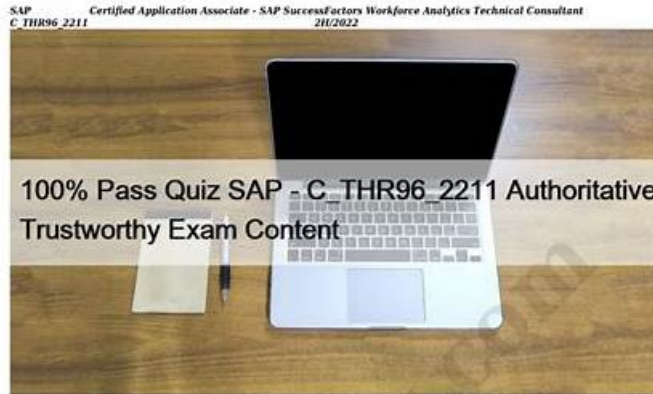


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## SAP C\_S4CS\_2508 Exam Syllabus Topics:

Topic	Details
Topic 1	<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>

Topic 2	<ul style="list-style-type: none"> <li>• 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</li> <li>• 4HANA Cloud Public Edition. The focus is on understanding reporting capabilities and supporting decision-making through analytics.</li> </ul>
Topic 3	<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 4	<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 5	<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>

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## SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q54-Q59):

### NEW QUESTION # 54

What does Convergent Billing allow you to combine in a unique invoice?

- A. Multiple billing cycles
- **B. Multiple services or products from different accounts**
- C. Different customer payment methods
- D. Discounts and promotional offers

**Answer: B**

### NEW QUESTION # 55

What is different in the account posting of a down payment request, compared to the account posting of an invoice? Note: There are 2 correct answers to this question.

- **A. General ledger (G/L) indicator**
- **B. Reconciliation account**
- C. Chart of accounts
- D. Cost center

**Answer: A,B**

### NEW QUESTION # 56

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

Answer: A,D

#### NEW QUESTION # 57

During Sales Order processing, which fields are taken into account for route determination? Note: There are 3 correct answers to this question.

- A. The loading group from the material master record
- B. The transportation zone from the business partner master record of the sold-to party
- C. The departure zone of the shipping point
- D. The shipping condition from the business partner master record of the sold-to party or ship-to party
- E. The transportation group from the material master record

Answer: C,D,E

#### NEW QUESTION # 58

Which file formats can be uploaded for purchase orders when using the Create Sales Orders - Automatic Extraction app?

- A. Word or Excel format
- B. Text or CSV format
- C. PDF or Image format
- D. HTML or XML format

Answer: C

#### NEW QUESTION # 59

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