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## SAP C_S4CS_2508 Exam Syllabus Topics:

| Topic | Details |
|---|---|
| Topic 1 | • 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 2 | • 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<br>• 4HANA Cloud Public Edition. |
| Topic 3 | • 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<br>• 4HANA Cloud Public Edition. |
| Topic 4 | • 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<br>• 4HANA Cloud Public Edition. The focus is on understanding reporting capabilities and supporting decision-making through analytics. |
| Topic 5 | • 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 6 | • 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 7 | • Introduction to Cloud Computing and SAP Cloud ERP Deployment Options: This section of the exam measures skills of Cloud Solution Architects and provides a foundation on cloud computing, SAP's enterprise portfolio, and the available Cloud ERP deployment options. It also touches on enablement packages to support adoption. |
| Topic 8 | • 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 9 | • 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<br>• 4HANA Cloud Public Edition. |

# SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q78-Q83):

**NEW QUESTION # 78**
Where is the initial list of known integrations documented?

- A. In the Digital Discovery Assessment
- B. In the Business Driven Configuration Questio-nnaire
- C. In SAP Cloud ALM
- D. In the Fit-to-Standard Workshops

**Answer: A**

Explanation:
Extensibility and integration


## NEW QUESTION # 79
Which of the following are captured in a completed Digital Discovery Assessment? Note: There are 2 correct answers to this question.

- **A. Known integration requirements**
- **B. Business role requirements**
- C. SAP Fiori application extensions
- D. Target customer go-live date

**Answer: A,B**


## NEW QUESTION # 80
When you execute the Sell from Stock (BD9) process, which criteria determine the shipping point in the sales order? Note: There are 3 correct answers to this question.

- A. The transportation zone from the business partner master record of the ship-to party
- **B. The shipping condition from the business partner master record of the sold-to party**
- **C. The delivering plant determined or entered in the sales order item**
- D. The transportation group from the material master record
- **E. The loading group from the material master record**

**Answer: B,C,E**


## NEW QUESTION # 81
You use the SAP Fiori Analytical Apps for Sales (18S) in SAP S/4HANA Cloud Public Edition.
What information do these analytical apps provide in the Order-to-Cash process? Note: There are 2 correct answers to this question.

- **A. The current status of sales volumes and profit margins**
- B. The current status of the customer's credit limit
- **C. The current status of sales orders, quotations, and back orders**
- D. The current status of warehouse stock levels

**Answer: A,C**


## NEW QUESTION # 82
You execute the Sell from Stock (BD9) process.
At which process step is the billing due list updated?

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

**Answer: A**


## NEW QUESTION # 83

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