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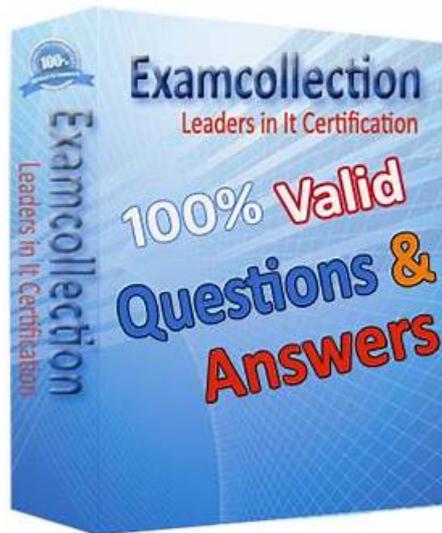
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SAP C-S4CS-2508 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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	• 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 4	• 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 5	• 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.

SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q16-Q21):

NEW QUESTION # 16
Which of the following SAP Fiori apps are part of the Convergent Billing process? Note: There are 2 correct answers to this question.

- A. Manage Billing Document Requests
- B. Test Billing Document Request API
- C. Manage Billing Documents
- D. My Inbox - All Items

Answer: A,B

NEW QUESTION # 17
Which of the following are main steps in the free of charge delivery process? Note: There are 2 correct answers to this question.

- A. Create sales order
- B. Confirm proof of delivery
- C. Perform delivery split
- D. Create outbound delivery

Answer: A,D

Explanation:
System Landscapes and identity Access Management

NEW QUESTION # 18

When you create a sales order item, in which sequence is the master data read to determine the delivering plant?

- A. Sales order header → Customer master → Material master
- B. Sales area → Shipping conditions → Plant determination
- C. Customer master → Material master → Sales order header
- D. Sales order → Delivery plant → Material master

Answer: B

NEW QUESTION # 19
Which of the following describes the use of return orders in SAP S/4HANA Returns Management? Note: There are 2 correct answers to this question.

- A. An inspection code may be entered in the return order header
- B. A follow-up activity may be entered in the return order item
- C. The settlement agreed with the customer is recorded in the return order item
- D. A return order must be created with reference to a sales order

Answer: B,C

NEW QUESTION # 20
You use the SAP Fiori Analytical Apps for Sales (1BS) 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 orders, quotations, and back orders
- B. The current status of the customer's credit limit
- C. The current status of warehouse stock levels
- D. The current status of sales volumes and profit margins

Answer: B,D

NEW QUESTION # 21
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