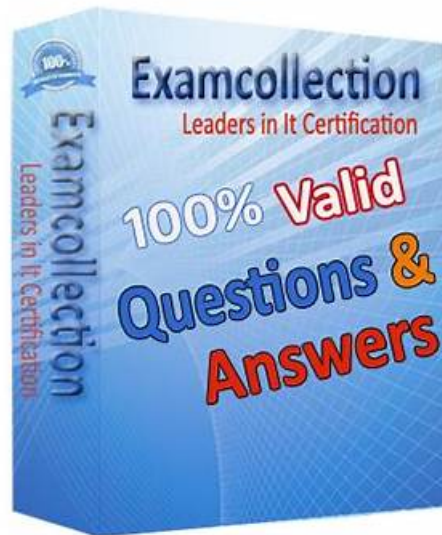


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SAP C-S4CS-2508 Exam Syllabus Topics:

| Topic | Details |
|---------|--|
| Topic 1 | <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 2 | <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 3 | <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 4 | <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 5 | <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 S 4HANA Cloud Public Edition. |
| Topic 6 | <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. |

SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q68-Q73):

NEW QUESTION # 68

Which of the following activities are completed in the Realize phase of the SAP Activate Methodology? Note: There are 2 correct answers to this question.

- A. Enter configuration values in SAP Central Business Configuration
- B. Gather perceived change impact feedback
- C. Set up manual test cases in SAP Cloud ALM
- D. Demonstrate where to find business process documentation

Answer: A,C

NEW QUESTION # 69

Each access within an access sequence contains an 'Exclusive' indicator. What is the effect of setting this field?

- A. If the system finds a valid condition record using the table in that access, it will use this condition record and not process any further condition types in the pricing procedure.

- B. If the system finds a valid condition record using the table in that access, it will stop searching any further down the access sequence for that condition type. This ensures that the first record found is used.
- C. If the system finds a valid condition record using the table in that access, it will continue to search further down the access sequence for that condition type, but will then exclusively use the best price found.
- D. If the system finds a valid condition record using the table in that access, it will exclude that record and continue to search further down the access sequence for that condition type.

Answer: B

NEW QUESTION # 70

How does an implementation consultant support customer experts during Fit-to-Standard workshops? Note: There are 2 correct answers to this question.

- A. Demonstrate SAP Best Practice business processes in the starter system
- B. Conduct end-user training on active scope items.
- C. Determine set up instructions for customer-driven integrations.
- D. Highlight areas that require configuration or customization decisions.

Answer: A,D

NEW QUESTION # 71

What can you do with the planning apps for sales? Note: There are 2 correct answers to this question.

- A. Compare planned with actual sales data
- B. Search, create, and update sales plans
- C. Compare ordered, shipped, and billed amounts
- D. Calculate the sales quotation conversion rate

Answer: A,B

NEW QUESTION # 72

Where is the initial list of known integrations documented?

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

Answer: C

NEW QUESTION # 73

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