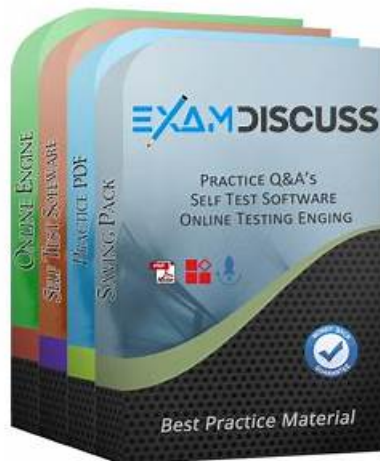


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SAP C_S4CS_2502 Exam Syllabus Topics:

Topic	Details
Topic 1	- Organizational Units and System Data for Sales: This section of the exam measures the skills of the sales consultant and covers organizational units and best practices for managing system data related to sales in SAP S 4HANA Cloud Public Edition.
Topic 2	- Solution Processes Implementation for Analytics: This section of the exam measures the skills of the analytics consultant and covers the main analytical solution processes available in SAP S 4HANA Cloud Public Edition.
Topic 3	This section of the exam measures the skills of the project manager and covers best practices for implementing with a cloud mindset, assembling the implementation team, and conducting Fit-to-Standard Workshops.
Topic 4	Implementing with a Cloud Mindset, Building the Team, and Conducting Fit-to-Standard Workshops
Topic 5	Introduction to Cloud Computing and SAP Cloud ERP Deployment Options
Topic 6	This section of the exam measures the skills of the cloud solutions consultant and covers the fundamentals of cloud computing, SAP's enterprise portfolio, and various Cloud ERP deployment options and enablement packages.
Topic 7	Artificial Intelligence in Sales: This section of the exam measures the skills of the sales consultant and covers system functions that leverage artificial intelligence to enhance sales processes.

SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q27-Q32):

NEW QUESTION # 27

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

Answer: A,B,C

NEW QUESTION # 28

What do you use to collect the values that are entered into the configuration activities in SAP Central Business Configuration?

- A. SAP Cloud ALM Processes app
- B. Business Driven Configuration Questionnaire
- C. Availability and Dependencies of Solution Processes Excel
- D. SAP Cloud ALM Requirements app

Answer: B

NEW QUESTION # 29

Which fields in the Sales Order Request are Header-Level?

Note: There are 3 correct answers to this question.

- A. Purchase Order Number
- B. Product
- C. Requested Quantity
- D. Sales Order Type
- E. Sales Organization

Answer: A,D,E

NEW QUESTION # 30

When do you specify the data retention period in the SAP S/4HANA Migration Cockpit?

- A. When the project status is "Completed"
- B. When the project status is "Finished"
- C. When the project status is "Not Started"
- D. When the project status is "In Progress"

Answer: B

NEW QUESTION # 31

What are main steps in the free of charge delivery process?

Note: There are 2 correct answers to this question.

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

Answer: C,D

NEW QUESTION # 32

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