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SAP C_S4CS_2502 Exam Syllabus Topics:

| Topic | Details |
|---------|---|
| Topic 1 | <ul style="list-style-type: none"> • Solution Processes Implementation for Core Sales: This section of the exam measures the skills of the sales consultant and covers the execution of core sales solution processes, including the use and configuration of essential business functions in SAP S • 4HANA Cloud Public Edition. |
| Topic 2 | <ul style="list-style-type: none"> • Introduction to Cloud Computing and SAP Cloud ERP Deployment Options |
| Topic 3 | <ul style="list-style-type: none"> • Implementing with a Cloud Mindset, Building the Team, and Conducting Fit-to-Standard Workshops |
| Topic 4 | <ul style="list-style-type: none"> • System Landscapes and Identity Access Management: This section of the exam measures the skills of the implementation consultant and covers the setup and configuration of system landscapes as well as identity and access management tasks for sourcing and procurement solution processes. |

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| Topic 5 | <ul style="list-style-type: none"> • Extensibility and Integration |
| Topic 6 | <ul style="list-style-type: none"> • This section of the exam measures the skills of the integration consultant and covers customizing applications and processes using extensibility tools and setting up integrations in the SAP environment. |
| Topic 7 | <ul style="list-style-type: none"> • Data Migration and Business Process Testing: This section of the exam measures the skills of the implementation consultant and covers migrating data from legacy systems and testing configured business processes using both manual and automated methods. |
| Topic 8 | <ul style="list-style-type: none"> • Configuration and the SAP Fiori Launchpad: This section of the exam measures the skills of the implementation consultant and covers configuring business processes using SAP Central Business Configuration and utilizing the capabilities of the SAP Fiori Launchpad. |
| Topic 9 | <ul style="list-style-type: none"> • 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. |
| Topic 10 | <ul style="list-style-type: none"> • 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 11 | <ul style="list-style-type: none"> • 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. |

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SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q21-Q26):

NEW QUESTION # 21

What needs to be specified when uploading the purchase order file using the sales order automatic extraction app?

- A. Customer Delivery Date
- B. Company Code
- C. Customer Name
- D. Sales Organization

Answer: D

NEW QUESTION # 22

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

Note: There are 2 correct answers to this question.

- A. Perform delivery split
- B. Create sales order

- C. Create outbound delivery
- D. Confirm proof of delivery

Answer: C,D

NEW QUESTION # 23

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

Answer: A,D,E

NEW QUESTION # 24

What have SAP S/4HANA Cloud Business Workflows been designed for? Note: There are 3 correct answers to this question.

- A. To create complex, repeated work processes with iterative cycles
- B. To create business processes with a high number of people involved in a pre-defined sequence
- C. To create cross-product workflow procedures
- D. To create standard procedures from SAP Signavio Process Navigator
- E. To create very simple release or approval procedures

Answer: A,B,D

NEW QUESTION # 25

Which of the following documents can be used as a reference to create debit memo requests?

Note: There are 2 correct answers to this question.

- A. Delivery document
- B. Sales order
- C. Quantity contract
- D. Billing document

Answer: B,D

NEW QUESTION # 26

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