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SAP C_S4CS Exam Syllabus Topics:

Section	Weight	Objectives
Organizational Structure & Master Data in Sales	11-20%	- Business partner management - Define sales organizational units - Maintain customer, material, and condition master data
Pricing, Conditions & Output Management	11-20%	- Pricing procedure determination and configuration - Output determination and document generation - Condition types, access sequences, and records
SAP S/4HANA Cloud Public Edition Overview & Implementation Methodology	11-20%	- SAP Activate methodology and implementation phases - Central Business Configuration (CBC) usage - Cloud fundamentals and SAP S/4HANA Cloud architecture
Data Migration, Testing & System Operations	11-20%	- System landscape and identity management - Data migration strategies and tools - Business process testing and validation
Integration, Extensibility & Advanced Scenarios	11-20%	- Side-by-side and in-app extensibility - Sales analytics and reporting - Intercompany sales and returns management - Integration with Finance, Procurement, and Logistics
Core Sales Processes & Order Management	21-30%	- Sales order creation, processing, and modification - Order-to-cash process flow - Inquiry, quotation, and contract management - Delivery, shipping, and billing processes

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SAP Certified - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q67-Q72):

NEW QUESTION # 67

What does Convergent Billing allow you to combine in a unique invoice?

- A. *Billing due for SD documents *Billing information from a non-SAP system
- B. *Billing due for sales orders *Billing due for return orders
- C. *Billing due for sales documents *Billing due for purchase orders
- D. *Billing due for credit notes *Billing due for debit notes

Answer: A

NEW QUESTION # 68

Which activities can you complete in the Maintain Business Roles SAP Fiori app?? Note: There are 2 correct answers to this question.

- A. Maintain technical catalogs
- B. Assign business catalogs to a business role
- C. Maintain restrictions
- D. Assign PFCG profiles to a business role

Answer: B,C

NEW QUESTION # 69

When configuring pricing, which controls and settings are available in the definition of condition types? Note: There are 3 correct answers to this question.

- A. Access Sequence
- B. Condition Class
- C. Calculation Type
- D. Account Key
- E. Condition Table

Answer: B,C,D

NEW QUESTION # 70

What is different in the account posting of a down payment request, compared to the account posting of an invoice? Note: There are 2 correct answers to this question.

- A. Cost center
- B. General ledger (G/L) indicator
- C. Reconciliation account
- D. Chart of accounts

Answer: B,C

In which of the following systems do you access your assigned process tasks from the SAP Activate Roadmap of SAP S/4HANA Cloud Public Edition (3-system landscape)?

- Answer: D**

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