

# SAP C\_S4CS\_2508 - SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Fantastic Exam Questions



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### SAP C\_S4CS\_2508 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> <li>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.</li> </ul>

Topic 2	<ul style="list-style-type: none"> <li>• 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</li> <li>• 4HANA Cloud Public Edition.</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>• 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.</li> </ul>
Topic 4	<ul style="list-style-type: none"> <li>• 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.</li> </ul>
Topic 5	<ul style="list-style-type: none"> <li>• 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.</li> </ul>
Topic 6	<ul style="list-style-type: none"> <li>• Solution Processes Implementation for Analytics: This section of the exam measures skills of SAP Analytics Consultants and covers how to use main analytical processes within SAP S</li> <li>• 4HANA Cloud Public Edition. The focus is on understanding reporting capabilities and supporting decision-making through analytics.</li> </ul>
Topic 7	<ul style="list-style-type: none"> <li>• 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.</li> </ul>
Topic 8	<ul style="list-style-type: none"> <li>• 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</li> <li>• 4HANA Cloud Public Edition.</li> </ul>

## SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q37-Q42):

### NEW QUESTION # 37

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

- A. SAP Central Business Configuration
- B. SAP Cloud ALM for Service
- C. SAP Cloud ALM for Implementation
- D. SAP Cloud ALM for Operations

**Answer: A**

Explanation:

Extensibility and integration

### NEW QUESTION # 38

During Sales Order processing, which fields are taken into account for route determination? Note: There are 3 correct answers to this question.

- A. The loading group from the material master record
- B. The transportation group from the material master record

- C. The departure zone of the shipping point
- D. The shipping condition from the business partner master record of the sold-to party or ship-to party
- E. The transportation zone from the business partner master record of the sold-to party

**Answer: B,C,D**

#### NEW QUESTION # 39

For which parameter is the percentage of conversion from quotation to order calculated in Predictive Analytics Model Training - Sales (2YJ)?

- A. Quantity of invoiced order items
- B. Net value of invoiced order items
- C. Quantity of order items
- D. Net value of order items

**Answer: D**

#### NEW QUESTION # 40

If a customer wants to develop their own custom application and integrate it with SAP S/4HANA Cloud Public Edition, what tools would you recommend to develop the app? Note: There are 2 correct answers to this question.

- A. SAP Business Application Studio
- B. SAP Build
- C. SAP HANA Cloud
- D. SAP Cloud Portal Service

**Answer: A,B**

Explanation:  
Extensibility and integration

#### NEW QUESTION # 41

Which levels constitute the structure of a sales order?

- A. \*Sales organization  
\*Distribution channel  
\*Division
- B. \*Order  
\*Delivery  
\*Billing
- C. \*Header  
\*Item  
\*Schedule line
- D. \*Customer  
\*Material  
\*Inventory

**Answer: C**

#### NEW QUESTION # 42

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