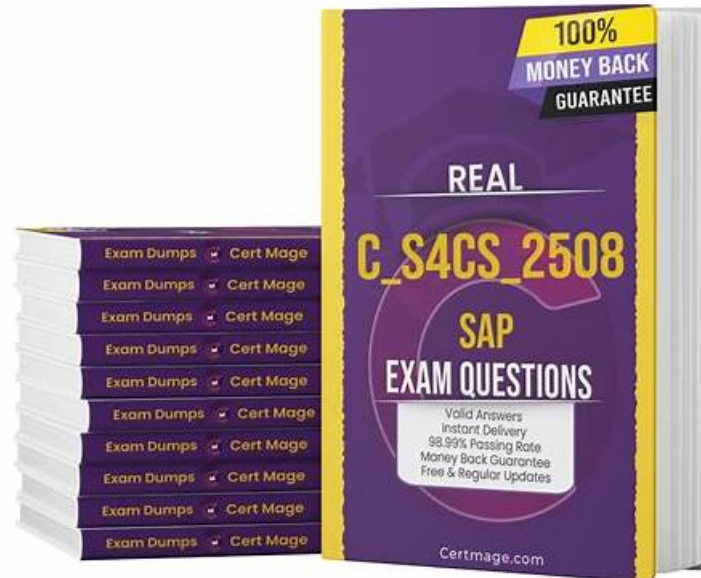


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SAP C-S4CS-2508 Exam Syllabus Topics:

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">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 S4HANA Cloud Public Edition.
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">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 5	<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.
Topic 6	<ul style="list-style-type: none"> 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 4HANA Cloud Public Edition. The focus is on understanding reporting capabilities and supporting decision-making through analytics.
Topic 7	<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.

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SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q79-Q84):

NEW QUESTION # 79

Which organizational element determines that the sales area can belong to only one company code?

- A. Division
- B. Distribution channel
- C. Plant
- D. Sales organization

Answer: D

NEW QUESTION # 80

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

Answer: C,D

NEW QUESTION # 81

In a predictive model, what does prediction confidence measure?

- A. The ability of the input parameters to explain the target
- B. The percentage of correct responses in the output dataset

- C. The ability to produce results with a constant level of correctness
- D. The ability to display the same performance level on new datasets compared to the training dataset

Answer: D

NEW QUESTION # 82

What is the difference between the Free of Charge Delivery process and the Sell from Stock process?

- A. Sales document type
- B. Picking document type
- C. Billing type
- D. Delivery document type

Answer: A

NEW QUESTION # 83

What needs to be specified when uploading the purchase order file using the Create Sales Orders - Automatic Extraction app?

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

Answer: C

NEW QUESTION # 84

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