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SAP C-S4CS-2602 Exam Syllabus Topics:

Section	Weight	Objectives
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Pricing	20%	- Pricing Fundamentals
		• 1. Pricing procedures • 2. Pricing conditions in sales documents • 3. Condition tables and access sequences • 4. Condition types and technique
		- Advanced Pricing Features
Sales Order Management	30%	• 1. Condition supplements • 2. Bonus points and rewards • 3. Customer-specific pricing • 4. Group conditions
		- Sales Document Customizing
		• 1. Schedule line categories • 2. Item categories determination • 3. Document types configuration • 4. Output determination
Billing and Revenue Management	20%	- Sales Order Processing
		• 1. Schedule lines and delivery dates • 2. Sales document pricing • 3. Sales order simulation • 4. Copy control • 5. Create sales orders • 6. Sales order types and item categories
		- Billing Processing
SAP S/4HANA Cloud Public Edition Overview	5%	• 1. Billing document types • 2. Credit memo processing • 3. Billing document creation • 4. Invoice splitting
		- Revenue and Profitability
		• 1. Revenue recognition • 2. Profitability analysis • 3. Substitution and Accruals
SAP S/4HANA Cloud Configuration	10%	- Understanding Cloud Solutions
		• 1. SAP S/4HANA Cloud Public Edition architecture • 2. Multi-tenant environment concepts • 3. SaaS model characteristics
		- Business Configuration
SAP S/4HANA Cloud Configuration	10%	• 1. SSCUI (Simplified Suite Configuration User Interface) • 2. Business Configuration Sets • 3. Company and plant assignments • 4. Organizational structure

Master Data	15%	- Customer Master Data
		• 1. Customer hierarchy • 2. Customer account groups • 3. Partner determination • 4. Shipping and billing address
		- Material Master Data
		• 1. Material determination • 2. Sales areas and views • 3. Product hierarchy

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SAP Certified - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q80-Q85):

NEW QUESTION # 80

What activities are applied to the entire system and cannot be changed after confirmation in SAP Central Business Configuration?
Note: There are 2 correct answers to this question.

- A. Group currency
- B. Fiscal year variant
- C. Scoping
- D. Configuration activities

Answer: A,B

NEW QUESTION # 81

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

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

Answer: A

NEW QUESTION # 82

After integration requirements have been finalized, what is used to analyze, design, and document the integration strategy?

- A. SAP Cloud ALM Requirements app
- B. Integration and API List
- C. Integration Solution Advisory Methodology
- D. SAP Business Accelerator Hub

Answer: C

NEW QUESTION # 83

How can you define the relationship between business roles and business catalogs?

- A. A business catalog restricts access to one or more business roles.
- B. A business role restricts access to one or more business catalogs.
- **C. A business role is a collection of one or more business catalogs.**
- D. A business catalog is a collection of one or more business roles.

Answer: C

NEW QUESTION # 84

Which of the following analyses can you create from the Manage KPIs and Reports app? Note: There are 3 correct answers to this question.

- **A. Lumira Dashboards**
- B. Object Views
- **C. Multidimensional Reports**
- **D. Review Booklets**
- E. SAC Stories

Answer: A,C,D

NEW QUESTION # 85

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