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## SAP C\_S4CS\_2502 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>Organizational Units and System Data for Sales: This section of the exam measures the skills of the sales consultant and covers organizational units and best practices for managing system data related to sales in SAP S</li><li>4HANA Cloud Public Edition.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>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</li><li>4HANA Cloud Public Edition.</li></ul>
Topic 3	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 4	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 5	<ul style="list-style-type: none"><li>This section of the exam measures the skills of the project manager and covers best practices for implementing with a cloud mindset, assembling the implementation team, and conducting Fit-to-Standard Workshops.</li></ul>
Topic 6	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 7	<ul style="list-style-type: none"><li>Extensibility and Integration</li></ul>
Topic 8	<ul style="list-style-type: none"><li>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.</li></ul>

## SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q19-Q24):

### NEW QUESTION # 19

Which levels constitute the structure of a sales order?

- A. Order
- **B. Header**
- C. Sales organization
- D. Customer

**Answer: B**

### NEW QUESTION # 20

Which organizational unit represents an independent accounting unit?

- A. Distribution Channel
- B. Sales Organization
- **C. Company Code**

- D. Division

**Answer: C**

#### NEW QUESTION # 21

Which of the following are captured in a completed Digital Discovery Assessment?

Note: There are 2 correct answers to this question.

- A. Business role permission requirements
- B. Target customer go-live date
- C. SAP Fiori application extensions
- D. Known integration requirements

**Answer: A,D**

#### NEW QUESTION # 22

Which of the following describes the use of return orders in SAP S/4HANA Returns Management? Note: There are 2 correct answers to this question.

- A. An inspection code may be entered in the return order header.
- B. A return order must be created with reference to a sales order.
- C. The settlement agreed with the customer is recorded in the return order item.
- D. A follow-up activity may be entered in the return order item.

**Answer: C,D**

#### NEW QUESTION # 23

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

**Answer: C,D**

#### NEW QUESTION # 24

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