

Quiz SAP - C_S4CS_2602 - SAP Certified - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales–Efficient Authentic Exam Hub



SAP CERTIFICATION

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SAP C_S4CS_2602 Exam Syllabus Topics:

Section	Weight	Objectives
Billing and Invoice Management	15%	- Pricing and Condition Technique 1. Pricing procedures and condition types 2. Tax determination and account assignment
		- Billing Processing 1. Collective billing and invoice lists 2. Billing document creation and types

Presales and Sales Order Processing	18%	- Sales Order Management • 1. Incompleteness log and document flow • 2. Availability check and credit management • 3. Order creation, change, and processing - Presales Activities • 1. Inquiries and quotations • 2. Contract management and outline agreements - System Landscape and Cloud Deployment • 1. Fit-to-standard methodology • 2. Cloud system architecture and components
SAP S/4HANA Cloud Public Edition - Implementation Basics	10%	- Central Business Configuration • 1. Configuration activities and scope activation • 2. Organizational structure setup - Data Migration and Integration • 1. Integration with other SAP solutions • 2. Migration tools and procedures - Returns and Refunds • 1. Returns order and delivery processing • 2. Refund and credit processing
Complaint and Returns Processing	10%	- Complaint Handling • 1. Credit and debit memo requests • 2. Complaint processing workflows
Advanced Sales Scenarios and Features	10%	- Intercompany and Third-Party Sales • 1. Intercompany sales processing • 2. Third-party order processing - Rebates and Incentive Management • 1. Rebate agreements and settlement
Delivery and Fulfillment Processing	15%	- Delivery Processing • 1. Outbound delivery creation and scheduling • 2. Picking, packing, and goods issue - Shipping and Transportation • 1. Delivery monitoring and tracking • 2. Route determination and shipping conditions

		- Sales Organizational Units 1. Plant, shipping point, storage location 2. Sales organization, distribution channel, division
Sales Master Data and Organizational Structures	12%	- Master Data Objects 1. Business partner management 2. Customer master, material master, condition records - Sales Analytics and Reporting 1. Sales performance monitoring 2. Embedded analytics and KPIs - Extensibility and Adaptation 1. Custom fields and logic 2. Fiori app adaptation
Analytics, Monitoring, and Extensibility	10%	

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

NEW QUESTION # 67

What can you do with the planning apps for sales? Note: There are 2 correct answers to this question.

- A. Search, create, and update sales plans
- B. Compare planned with actual sales data
- C. Calculate the sales quotation conversion rate
- D. Compare ordered, shipped, and billed amounts

Answer: A,B

NEW QUESTION # 68

How many days are system activity records retained in the application log of the Create Sales Orders - Automatic Extraction app?

- A. Last 100 days
- B. Last 90 days
- C. Last 60 days
- D. Last 30 days

Answer: D

NEW QUESTION # 69

How does an implementation consultant support customer experts during Fit-too-Standard workshops? Note: There are 2 correct answers to this question.

- A. Conduct end-user training on active scope items.
- B. Demonstrate SAP Best Practice business processes in the starter system.
- C. Highlight areas that require configuration or customization decisions.
- D. Determine set up instructions for customer-driven integrations.

Answer: B,C

NEW QUESTION # 70

Which organizational element is used with the combination of sales organization and distribution channel to form a sales area?

- A. Sales office
- B. Plant
- C. Sales group
- D. Division

Answer: D

NEW QUESTION # 71

Which of the following are captured in a completed Digital Discovery Assessment? Note: There are 2 correct answers to this question.

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

Answer: B,D

NEW QUESTION # 72

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