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SAP C_S4CS_2502 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">• Implementing with a Cloud Mindset, Building the Team, and Conducting Fit-to-Standard Workshops
Topic 2	<ul style="list-style-type: none">• 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.
Topic 3	<ul style="list-style-type: none">• This section of the exam measures the skills of the integration consultant and covers customizing applications and processes using extensibility tools and setting up integrations in the SAP environment.

Topic 4	<ul style="list-style-type: none"> Configuration and the SAP Fiori Launchpad: This section of the exam measures the skills of the implementation consultant and covers configuring business processes using SAP Central Business Configuration and utilizing the capabilities of the SAP Fiori Launchpad.
Topic 5	<ul style="list-style-type: none"> Introduction to Cloud Computing and SAP Cloud ERP Deployment Options
Topic 6	<ul style="list-style-type: none"> 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 4HANA Cloud Public Edition.
Topic 7	<ul style="list-style-type: none"> 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.
Topic 8	<ul style="list-style-type: none"> 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.
Topic 9	<ul style="list-style-type: none"> 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.
Topic 10	<ul style="list-style-type: none"> 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 4HANA Cloud Public Edition.
Topic 11	<ul style="list-style-type: none"> Solution Processes Implementation for Analytics: This section of the exam measures the skills of the analytics consultant and covers the main analytical solution processes available in SAP S 4HANA Cloud Public Edition.
Topic 12	<ul style="list-style-type: none"> Extensibility and Integration

SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q76-Q81):

NEW QUESTION # 76

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

Answer: B,C

NEW QUESTION # 77

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

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

Answer: B

NEW QUESTION # 78

What are some characteristics of the SAP S/4HANA Migration Cockpit?

Note: There are 2 correct answers to this question.

- A. Extensibility using the Legacy System Migration Workbench
- B. **Guidance and simulation of the migration process**
- C. **Mapping source values to SAP S/4HANA target values**
- D. Combining the local and remote schema approaches into one migration project

Answer: B,C

NEW QUESTION # 79

You are working on an Invoice Correction Process with Credit Memo (BKL) process in SAP S/4HANA Cloud Public Edition.

What does the Create Credit Memo Request process step indicate?

- A. The customer will receive replacement goods
- B. **The customer has made a request for credit**
- C. A credit note has been authorized
- D. The customer intends to return goods

Answer: B

NEW QUESTION # 80

What happens when control/ownership of materials is transferred from the delivering company to the selling company in SAP Advanced Intercompany Sales?

Note: There are 2 correct answers to this question.

- A. The materials are removed from the delivering company's valued stock in transit.
- B. **Goods issue is posted in the delivering company.**
- C. Internal transfer of control information is entered in the outbound delivery.
- D. **An intercompany customer invoice is automatically created.**

Answer: B,D

NEW QUESTION # 81

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