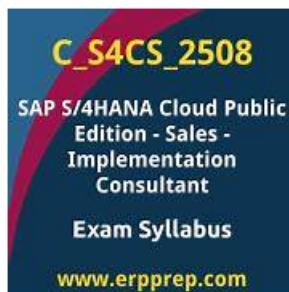


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SAP C-S4CS-2508 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 S 4HANA Cloud Public Edition.
Topic 2	<ul style="list-style-type: none"> System Landscapes and Identity Access Management: This section of the exam measures skills of SAP System Administrators and covers how to manage system landscapes and configure identity and access management. The focus is on the foundational tasks needed to maintain secure and functional environments within SAP S 4HANA Cloud Public Edition.
Topic 3	<ul style="list-style-type: none"> Introduction to Cloud Computing and SAP Cloud ERP Deployment Options: This section of the exam measures skills of Cloud Solution Architects and provides a foundation on cloud computing, SAP's enterprise portfolio, and the available Cloud ERP deployment options. It also touches on enablement packages to support adoption.
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"> 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.
Topic 6	<ul style="list-style-type: none"> Configuration and the SAP Fiori Launchpad: This section of the exam measures skills of SAP Functional Consultants and highlights how to configure business processes using SAP Central Business Configuration. It also looks into the capabilities of SAP Fiori Launchpad for enabling personalized and efficient user experiences.

SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q57-Q62):

NEW QUESTION # 57

During Convergent Billing (1MC), you need to combine multiple documents in a subsequent billing document.

Which of the following document item characteristics must be identical? Note: There are 2 correct answers to this question.

- A. Incoterms
- B. Ship-to party
- C. Billing date
- D. Payer

Answer: C,D

NEW QUESTION # 58

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

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

Answer: B,C

NEW QUESTION # 59

Which of the following documents can be used as a reference to create debit memo requests? Note: There are 2 correct answers to this question.

- A. Delivery document
- B. Quantity contract
- C. **Billing document**
- D. Sales order

Answer: C,D

NEW QUESTION # 60

You use the SAP Fiori Analytical Apps for Sales (1BS) in SAP S/4HANA Cloud Public Edition. What information do these analytical apps provide in the Order-to-Cash process? Note: There are 2 correct answers to this question.

- A. The current status of warehouse stock levels
- B. **The current status of sales volumes and profit margins**
- C. The current status of sales orders, quotations, and back orders
- D. **The current status of the customer's credit limit**

Answer: B,D

NEW QUESTION # 61

You are working on Lean Customer Returns (BDD) process in SAP S/4HANA Cloud Public Edition. What do you create during the customer returns process? Note: There are 3 correct answers to this question.

- A. Delivery
- B. Billing block
- C. Inspection lot
- D. **Billing document**
- E. Return order

Answer: A,D,E

NEW QUESTION # 62

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