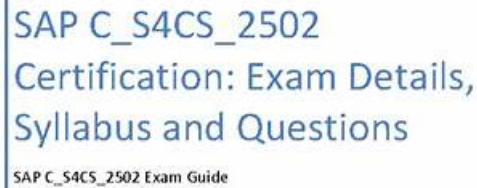


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This comprehensive preparation guide is tailored for candidates of the SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales (C-S4CS-2502) exam. It provides essential details, including the exam structure, duration, syllabus coverage, recommended trainings, and key topic weightings. With a detailed overview of solution processes, configuration with SAP Fiori Launchpad, data migration, AI in sales, and more, this resource helps aspirants stay focused and boost their confidence. Realistic sample questions with answers are included to simulate the exam environment and enhance practical understanding. Perfect for anyone aiming to score high in the C-S4CS-2502 certification.

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SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q48-Q53):

NEW QUESTION # 48

Select the right SAP tool for business process assessment

- **A. Digital Discovery Assessment**
- B. SAP Signavio Process Collaboration Hub
- C. Business Driven Configuration Questionnaire
- D. SAP Signavio Journey Modeler

Answer: A

NEW QUESTION # 49

Based on the SAP Activate methodology, which activities must you perform in the Explore phase?

Note: There are 2 correct answers to this question.

- **A. Use the Test system to demonstrate SAP Best Practice processes.**
- B. Conduct the Digital Discovery Assessment to identify extension requirements.
- C. Define the organizational structure and chart of accounts.
- **D. Conduct the Fit-to-Standard analysis to gather configuration values.**

Answer: A,D

NEW QUESTION # 50

You have assigned a business role to an end user who has been granted access to only one specific application. While you have a day off, it turns out that the app doesn't show up on the user's launchpad.

What can the user do?

- A. Assign a launchpad space to the business role.
- B. Assign a different business role that provides access.
- C. Create a page and assign it to the launchpad space.
- **D. Use the search function to find the app.**

Answer: D

NEW QUESTION # 51

Which organizational unit do you use to represent a place where materials are produced or goods and services are supplied?

- A. Storage location
- B. Company code
- **C. Plant**
- D. Sales organization

Answer: C

NEW QUESTION # 52

What is different in the account posting of a down payment request, compared to the account posting of an invoice? Note: There are 2 correct answers to this question.

- **A. General ledger (G/L) indicator**

- B. Reconciliation account
- C. Cost center
- D. Chart of accounts

Answer: A,B

NEW QUESTION # 53

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