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SAP C_S4CS_2502 Certification: Exam Details, Syllabus and Questions

SAP C_S4CS_2502 Exam Guide

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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 C-S4CS-2502 Exam Syllabus Topics:

Topic	Details
Topic 1	Implementing with a Cloud Mindset, Building the Team, and Conducting Fit-to-Standard Workshops
Topic 2	Extensibility and Integration
Topic 3	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.
Topic 4	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 5	• 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 6	• 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 7	• 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 8	• 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	• 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 10	• Introduction to Cloud Computing and SAP Cloud ERP Deployment Options
Topic 11	• 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 12	• 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.

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SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q63-Q68):

NEW QUESTION # 63

What does Convergent Billing allow you to combine in a unique invoice?

- A. Billing due for credit notes
- **B. Billing due for SD documents**
- C. Billing due for sales documents
- D. Billing due for sales orders

Answer: B

NEW QUESTION # 64

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

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

Answer: B,D

NEW QUESTION # 65

In a predictive model for sales, what does the quotation conversion rate measure?

- **A. The percentage of the number of order items that was converted from quotation items**
- B. The percentage of net values converted from quotations into billing documents
- C. The percentage of the number of orders that was converted from quotations
- D. The percentage of net values converted from quotations into sales orders

Answer: A

NEW QUESTION # 66

In SAP Advanced Intercompany Sales, which document acts as the leading object and is relevant for MRP (material requirements planning) and ATP (available to promise) checks?

- A. Purchase order placed on the delivering company (P03)
- **B. Original sales order (S02)**
- C. Outbound delivery created in the delivering company
- D. Intercompany sales order (S04)

Answer: B

NEW QUESTION # 67

Which organizational unit represents an independent accounting unit?

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

Answer: B

NEW QUESTION # 68

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