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### SAP C-S4CS-2508 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>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</li><li>4HANA Cloud Public Edition.</li></ul>

Topic 3	<ul style="list-style-type: none"> <li>Artificial Intelligence in Sales: This section of the exam measures skills of SAP AI Specialists and focuses on system functions that leverage artificial intelligence within sales. The aim is to enhance sales processes with intelligent automation and insights.</li> </ul>
Topic 4	<ul style="list-style-type: none"> <li>Implementing with a Cloud Mindset, Building the Team, and Conducting Fit-to-Standard Workshops: This section of the exam measures skills of SAP Project Managers and introduces methods to implement with a cloud-first approach. It also covers building effective implementation teams and leading Fit-to-Standard workshops to align processes with business needs.</li> </ul>
Topic 5	<ul style="list-style-type: none"> <li>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</li> <li>4HANA Cloud Public Edition.</li> </ul>
Topic 6	<ul style="list-style-type: none"> <li>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</li> <li>4HANA Cloud Public Edition.</li> </ul>
Topic 7	<ul style="list-style-type: none"> <li>Solution Processes Implementation for Analytics: This section of the exam measures skills of SAP Analytics Consultants and covers how to use main analytical processes within SAP S</li> <li>4HANA Cloud Public Edition. The focus is on understanding reporting capabilities and supporting decision-making through analytics.</li> </ul>

## SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q61-Q66):

### NEW QUESTION # 61

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

- A. \*Billing due for sales documents  
\*Billing due for deliveries
- B. \*Billing due for sales orders  
\*Billing due for return orders
- C. \*Billing due for SD documents  
\*Billing information from a non-SAP system
- D. \*Billing due for sales documents  
\*Billing due for purchase orders

**Answer: C**

### NEW QUESTION # 62

In which application can you see the available business context capacity remaining for extension items?

- A. Custom Reusable Elements app
- B. Extensibility Inventory app
- C. Extensibility Explorer app
- D. Extensibility Cockpit app

**Answer: D**

### NEW QUESTION # 63

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 requirements**
- C. SAP Fiori application extensions
- **D. Known integration requirements**

**Answer: B,D**

#### NEW QUESTION # 64

When do you specify the data retention period in the SAP S/4HANA Migration Cockpit?

- A. When the project status is "Completed"
- B. When the project status is "In Progress"
- C. When the project status is "Not Started"
- **D. When the project status is "Finished"**

**Answer: D**

#### NEW QUESTION # 65

Each access within an access sequence contains an 'Exclusive' indicator.  
What is the effect of setting this field?

- A. If the system finds a valid condition record using the table in that access, it will continue to search further down the access sequence for that condition type, but will then exclusively use the best price found.
- B. If the system finds a valid condition record using the table in that access, it will exclude that record and continue to search further down the access sequence for that condition type.
- C. If the system finds a valid condition record using the table in that access, it will use this condition record and not process any further condition types in the pricing procedure.
- **D. If the system finds a valid condition record using the table in that access, it will stop searching any further down the access sequence for that condition type. This ensures that the first record found is used.**

**Answer: D**

#### NEW QUESTION # 66

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