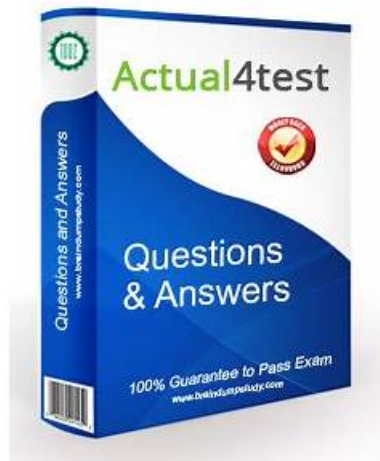


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Topic	Details
Topic 1	Implementing with a Cloud Mindset, Building the Team, and Conducting Fit-to-Standard Workshops
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Topic 3	This section of the exam measures the skills of the project manager and covers best practices for implementing with a cloud mindset, assembling the implementation team, and conducting Fit-to-Standard Workshops.
Topic 4	- 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 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	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 8	Introduction to Cloud Computing and SAP Cloud ERP Deployment Options
Topic 9	- 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 10	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 11	Extensibility and Integration
Topic 12	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.

SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q19-Q24):

NEW QUESTION # 19

In SAP Central Business Configuration, which activities can you perform during Product-Specific Configuration?

Note: There are 3 correct answers to this question.

- A. Create new scope items.
- B. Add new sales organizations.
- C. Add blocking reasons for billing.
- D. Modify building blocks.
- E. Change approval thresholds.

Answer: B,C,E

NEW QUESTION # 20

During Convergent Billing (1MC), you need to combine multiple documents in a subsequent billing document. Which document item characteristics must be identical?

Note: There are 2 correct answers to this question.

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

Answer: C,D

NEW QUESTION # 21

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

Answer: B,C

NEW QUESTION # 22

You are working on a Credit Memo Processing (1EZ) process in SAP S/4HANA Cloud Public Edition. Which SAP Fiori apps are used for credit memo processing?

Note: There are 2 correct answers to this question.

- A. Manage Sales Orders
- B. Create Billing Documents
- C. Manage Credit Memo Requests
- D. Manage Debit Memo Requests

Answer: B,C

NEW QUESTION # 23

If a customer wants to develop their own custom application and integrate it with SAP S/4HANA Cloud Public Edition, what tools would you recommend to develop the app?

Note: There are 2 correct answers to this question.

- A. SAP HANA Cloud
- B. SAP Business Application Studio
- C. SAP Build
- D. SAP Cloud Portal Service

Answer: B,C

NEW QUESTION # 24

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