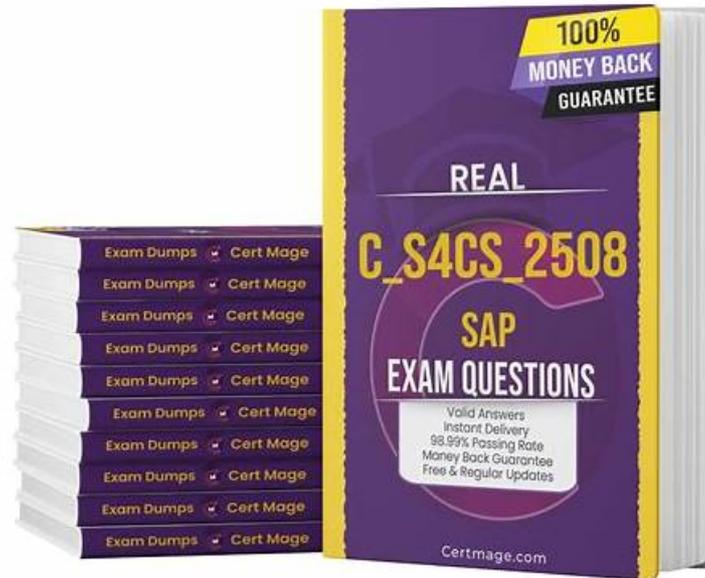


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## SAP C\_S4CS\_2508 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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>
Topic 3	<ul style="list-style-type: none"> <li>• Data Migration and Business Process Testing: This section of the exam measures skills of SAP Data Migration Consultants and addresses how to migrate data from legacy systems. It also covers the testing of business processes using both manual and automated methods to ensure accuracy and functionality.</li> </ul>

Topic 4	<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 5	<ul style="list-style-type: none"> <li>• 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.</li> </ul>

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## SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q78-Q83):

### NEW QUESTION # 78

Which steps are part of the Sales Processing using Third-Party without Shipping Notification (BDK) process?

Note: There are 3 correct answers to this question.

- A. Create billing document
- B. Approve and release purchase order
- C. Enter vendor invoice
- D. Create inbound delivery
- E. Create outbound delivery

**Answer: A,B,C**

### NEW QUESTION # 79

You save a sales order in Sales Processing using Third-Party without Shipping Notification (BDK).

What is automatically created for each relevant third party?

- A. Delivery
- B. Purchase requisition
- C. Purchase order
- D. Billing document

**Answer: B**

### NEW QUESTION # 80

Which business roles are relevant for the SAP Fiori Analytical Apps for Sales (1BS) process? Note: There are 3 correct answers to this question.

- A. Sales Manager
- B. Returns Clerk
- C. Billing Clerk
- D. Shipping Specialist

- E. Internal sales representative

Answer: A,B,E

#### NEW QUESTION # 81

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 use this condition record and not process any further condition types in the pricing procedure.
- C. 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.
- D. 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.

Answer: C

#### NEW QUESTION # 82

What determines the plan layout in the Planning Apps for Sales (100) scope item? Note: There are 2 correct answers to this question.

- A. Dimensions defined by the user
- B. Versions defined by the user
- C. Attributes defined by the user
- D. Plan data defined by the user

Answer: A,C

#### NEW QUESTION # 83

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