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SAP C-S4CS-2502 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> • Implementing with a Cloud Mindset, Building the Team, and Conducting Fit-to-Standard Workshops
Topic 2	<ul style="list-style-type: none"> • 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 3	<ul style="list-style-type: none"> • 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 4	<ul style="list-style-type: none"> • 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 5	<ul style="list-style-type: none"> • 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 6	<ul style="list-style-type: none"> • 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 7	<ul style="list-style-type: none"> • Introduction to Cloud Computing and SAP Cloud ERP Deployment Options
Topic 8	<ul style="list-style-type: none"> • 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	<ul style="list-style-type: none"> • 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 10	<ul style="list-style-type: none"> • 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 11	<ul style="list-style-type: none"> • Extensibility and Integration

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

NEW QUESTION # 63

You work on a Sell from Stock (BD9) process in SAP S/4HANA Cloud Public Edition.

What must be created to confirm a customer's intention to buy the products?

- A. Outbound delivery
- B. Sales Inquiry
- C. Sales quotation
- D. Sales order

Answer: D

NEW QUESTION # 64

Which activities can you complete in the Maintain Business Roles SAP Fiori app?

Note: There are 2 correct answers to this question.

- A. Assign business catalogs to a business role
- B. Maintain restrictions
- C. Maintain technical catalogs
- D. Assign PFCG profiles to a business role

Answer: A,B

NEW QUESTION # 65

What organizational element is used with the combination of sales organization and distribution channel to form a sales area?

- A. Plant
- B. Sales office
- C. Sales group
- D. Division

Answer: D

NEW QUESTION # 66

What can you do with the planning apps for sales? Note: There are 2 correct answers to this question.

- A. Compare ordered, shipped, and billed amounts.
- B. Calculate the sales quotation conversion rate.
- C. Search, create, and update sales plans.
- D. Compare planned with actual sales data.

Answer: C,D

NEW QUESTION # 67

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

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

Answer: B

NEW QUESTION # 68

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