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SAP C_S4CS_2502 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">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 2	<ul style="list-style-type: none">Implementing with a Cloud Mindset, Building the 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"> 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 5	<ul style="list-style-type: none"> 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 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"> Extensibility and Integration

SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q56-Q61):

NEW QUESTION # 56

Which of the following systems are used to implement SAP S/4HANA Cloud Public Edition for a customer? Note: There are 3 correct answers to this question.

- A. Test system
- B. Sandbox system
- C. Trial system
- D. Starter system
- E. Development system

Answer: A,D,E

NEW QUESTION # 57

In which of the following systems do you access your assigned process tasks from the SAP Activate Roadmap of SAP S/4HANA Cloud Public Edition (3- system landscape)?

- A. SAP Cloud ALM for Service
- B. SAP Cloud ALM for Operations
- C. SAP Cloud ALM for Implementation
- D. SAP Central Business Configuration

Answer: C

NEW QUESTION # 58

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

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

Answer: B

NEW QUESTION # 59

You use the SAP Fiori Analytical Apps for Sales (1BS) in SAP S/4HANA Cloud Public Edition.

What information do these analytical apps provide in the Order-to-Cash process?

Note: There are 2 correct answers to this question.

- A. The current status of sales orders, quotations, and back orders
- **B. The current status of sales volumes and profit margins**
- C. The current status of warehouse stock levels
- **D. The current status of the customer's credit limit**

Answer: B,D

NEW QUESTION # 60

Which of the following documents can be used as a reference to create debit memo requests?

Note: There are 2 correct answers to this question.

- **A. Sales order**
- B. Quantity contract
- C. Delivery document
- **D. Billing document**

Answer: A,D

NEW QUESTION # 61

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