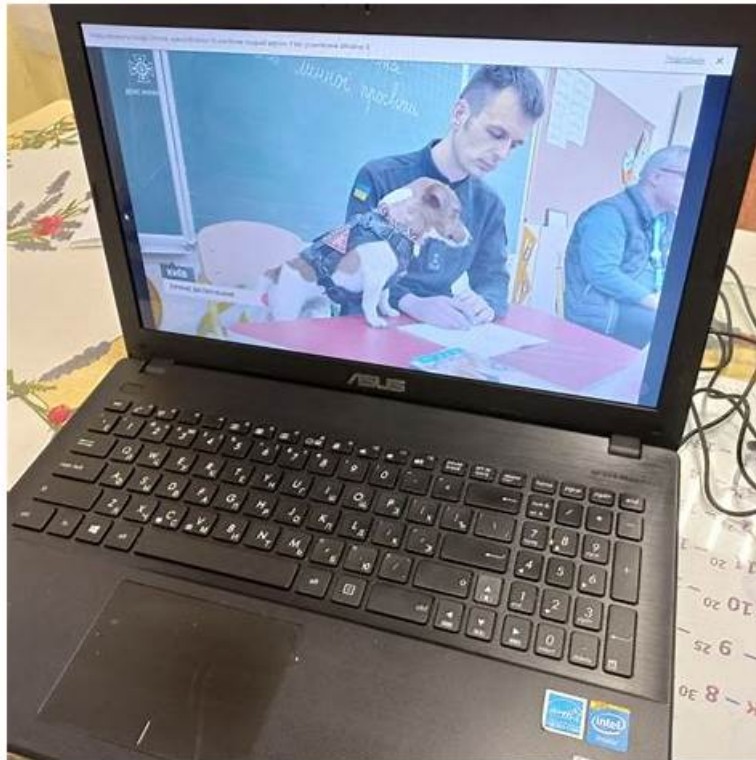


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SAP C_S4CS_2508 Exam Syllabus Topics:

Topic	Details

Topic 1	<ul style="list-style-type: none"> • 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 • 4HANA Cloud Public Edition.
Topic 2	<ul style="list-style-type: none"> • Configuration and the SAP Fiori Launchpad: This section of the exam measures skills of SAP Functional Consultants and highlights how to configure business processes using SAP Central Business Configuration. It also looks into the capabilities of SAP Fiori Launchpad for enabling personalized and efficient user experiences.
Topic 3	<ul style="list-style-type: none"> • 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.
Topic 4	<ul style="list-style-type: none"> • 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 • 4HANA Cloud Public Edition.
Topic 5	<ul style="list-style-type: none"> • 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 • 4HANA Cloud Public Edition. The focus is on understanding reporting capabilities and supporting decision-making through analytics.
Topic 6	<ul style="list-style-type: none"> • 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.

SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q18-Q23):

NEW QUESTION # 18

Which of the following SAP Fiori apps are part of the Convergent Billing process? Note: There are 2 correct answers to this question.

- A. My Inbox - All Items
- B. Manage Billing Document Requests
- C. Manage Billing Documents
- D. Test Billing Document Request API

Answer: B,D

NEW QUESTION # 19

You work on a Sell from Stock (B D9) process in SAP S/4HANA Cloud Public Edition. What must be created to confirm a customer's intention to buy the products?

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

Answer: A

NEW QUESTION # 20

For which parameter is the percentage of conversion from quotation to order calculated in Predictive Analytics Model Training - Sales (2YJ)?

- A. Quantity of order items
- B. Quantity of invoiced order items
- **C. Net value of order items**
- D. Net value of invoiced order items

Answer: C

NEW QUESTION # 21

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

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

Answer: D

NEW QUESTION # 22

What activities are applied to the entire system and cannot be changed after confirmation in SAP Central Business Configuration?

Note: There are 2 correct answers to this question.

- A. Configuration activities
- **B. Fiscal year variant**
- C. Scoping
- **D. Group currency**

Answer: B,D

NEW QUESTION # 23

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