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Each specific certification comes with its own set of preparation tactics. We define them as "Topic Areas" and they can be found on each exam description. You can find the number of questions, the duration of the exam, what areas you will be tested on, and recommended course work and content you can reference.

SAP C_S4CS_2302 Certification exams might contain unscored items that are being tested for upcoming releases of the exam. These unscored items are randomly distributed across the C_S4CS_2302 certification topics and are not counted towards the final score. The total number of items of an examination as advertised in the Training Shop is never exceeded when unscored items are used.

SAP C_S4CS_2302 Certification Details:-

- Exam Code:- C_S4CS_2302
- Exam Name:- SAP Certified Application Associate - SAP S/4HANA Cloud, public edition - Sales
- Level:- Associate
- Exam:- 80 questions
- Sample Questions:- [View more](#)
- Cut Score:- 55%
- Duration:- 180 mins
- Languages:- English

Get more details on SAP C_S4CS_2302 Certification Exam:-

- https://sapexamguide.weebly.com/success-story/mastering-the-sap-c_s4cs_2302-exam-tips-and-strategies-for-a-high-score
- <https://www.slideserve.com/carina1/secrets-to-scoring-high-in-the-sap-c-s4cs-2302-certification>
- <https://www.edocr.com/v/7zobiidd/carina995/preparing-for-sap-cs4cs2302-exam-a-comprehensive-g>
- <https://sap-cert-guide.blogspot.com/2023/03/sap-cs4cs2302-outstanding-study-tips-to.html>
- <https://www.slideshare.net/carinachiera1/latest-questions-and-study-tips-for-sap-s4hana-cloud-sales-certification>

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SAP Education has worked hard together with the Certification & Enablement Influence Council to enhance the value of C_S4CS_2302 certification and improve the exams. An increasing number of customers and partners are now looking towards certification as a reliable benchmark to safeguard their investments. Unfortunately, the increased demand for certification

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SAP C-S4CS-2602 Exam Syllabus Topics:

Section	Weight	Objectives

Delivery and Fulfillment Processing	15%	- Shipping and Transportation • 1. Delivery monitoring and tracking • 2. Route determination and shipping conditions - Delivery Processing • 1. Outbound delivery creation and scheduling • 2. Picking, packing, and goods issue
SAP S/4HANA Cloud Public Edition - Implementation Basics	10%	- System Landscape and Cloud Deployment • 1. Cloud system architecture and components • 2. Fit-to-standard methodology - Data Migration and Integration • 1. Integration with other SAP solutions • 2. Migration tools and procedures - Central Business Configuration • 1. Configuration activities and scope activation • 2. Organizational structure setup
Sales Master Data and Organizational Structures	12%	- Master Data Objects • 1. Business partner management • 2. Customer master, material master, condition records - Sales Organizational Units • 1. Plant, shipping point, storage location • 2. Sales organization, distribution channel, division
Presales and Sales Order Processing	18%	- Sales Order Management • 1. Availability check and credit management • 2. Order creation, change, and processing • 3. Incompleteness log and document flow - Presales Activities • 1. Contract management and outline agreements • 2. Inquiries and quotations
Analytics, Monitoring, and Extensibility	10%	- Extensibility and Adaptation • 1. Fiori app adaptation • 2. Custom fields and logic - Sales Analytics and Reporting • 1. Embedded analytics and KPIs • 2. Sales performance monitoring

Billing and Invoice Management	15%	- Pricing and Condition Technique • 1. Pricing procedures and condition types • 2. Tax determination and account assignment - Billing Processing • 1. Collective billing and invoice lists • 2. Billing document creation and types
Advanced Sales Scenarios and Features	10%	- Intercompany and Third-Party Sales • 1. Third-party order processing • 2. Intercompany sales processing - Rebates and Incentive Management • 1. Rebate agreements and settlement
Complaint and Returns Processing	10%	- Complaint Handling • 1. Credit and debit memo requests • 2. Complaint processing workflows - Returns and Refunds • 1. Refund and credit processing • 2. Returns order and delivery processing

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SAP Certified - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q22-Q27):

NEW QUESTION # 22

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

Answer: A

NEW QUESTION # 23

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

Answer: B,D

NEW QUESTION # 24

What are some characteristics of public cloud? Note: There are 2 correct answers to this question.

- A. Software installation on customer site
- B. Lower total cost of ownership
- C. Perpetual license
- D. Multi-tenant server

Answer: B,D

NEW QUESTION # 25

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 # 26

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 stop searching any further down the access sequence for that condition type. This ensures that the first record found is used.
- B. 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.
- C. 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.
- D. 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.

Answer: A

NEW QUESTION # 27

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