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SAP C-S4CS-2502 Exam Syllabus Topics:

| Topic | Details |
|---------|---|
| Topic 1 | <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 2 | <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 3 | <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 4 | <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 5 | <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 6 | <ul style="list-style-type: none"> Extensibility and Integration |
| Topic 7 | <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. |

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|----------|---|
| Topic 8 | <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 9 | <ul style="list-style-type: none"> Implementing with a Cloud Mindset, Building the Team, and Conducting Fit-to-Standard Workshops |
| Topic 10 | <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 11 | <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. |

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SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q53-Q58):

NEW QUESTION # 53

Based on the SAP Activate methodology, which activities must you perform in the Explore phase?

Note: There are 2 correct answers to this question.

- **A. Use the Test system to demonstrate SAP Best Practice processes.**
- B. Define the organizational structure and chart of accounts.
- C. Conduct the Digital Discovery Assessment to identify extension requirements.
- **D. Conduct the Fit-to-Standard analysis to gather configuration values.**

Answer: A,D

NEW QUESTION # 54

What is the difference between the Free of Charge Delivery process and the Sell from Stock process?

- A. Billing type
- B. Delivery document type
- C. Picking document type
- **D. Sales document type**

Answer: D

NEW QUESTION # 55

You are recording actions for a custom process step in a test automate.

When do you press the "Read" button on the recording panel?

Note: There are 2 correct answers to this question.

- A. To capture a static label on the screen that should be checked during test execution.
- B. To capture an error message on the screen that can be used later.
- C. To capture a value in a text field that should be stored as a variable.
- D. To capture text in a message screen that can be used for data binding later.

Answer: C,D

NEW QUESTION # 56

When do you specify the data retention period in the SAP S/4HANA Migration Cockpit?

- A. When the project status is "Not Started"
- B. When the project status is "In Progress"
- C. When the project status is "Completed"
- D. When the project status is "Finished"

Answer: D

NEW QUESTION # 57

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

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

Answer: A

NEW QUESTION # 58

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