

# Authoritative C\_S4CS\_2508 Latest Test Practice & Leading Offer in Qualification Exams & Trusted SAP SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales



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## SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q67-Q72):

### NEW QUESTION # 67

Which organizational unit do you use to represent a place where materials are produced or goods and services are supplied??

- A. Plant
- B. Sales organization
- C. Storage location
- D. Company code

Answer: A

#### NEW QUESTION # 68

In which type of extensibility is the SAP Business Technology Platform used to host a custom extension?

- A. Side-by-side extensibility
- B. Key user extensibility
- C. Classic extensibility
- D. Developer extensibility

**Answer: A**

#### NEW QUESTION # 69

What must you create when you build an integration scenario using the SAP Fiori Communication Management apps in SAP S/4HANA Cloud Public Edition? Note: There are 2 correct answers to this question.

- A. Communication interface
- B. Communication arrangement
- C. Communication system
- D. Communication API

**Answer: B,C**

#### NEW QUESTION # 70

Which of the following are captured in a completed Digital Discovery Assessment? Note: There are 2 correct answers to this question.

- A. Target customer go-live date
- B. SAP Fiori application extensions
- C. Known integration requirements
- D. Business role requirements

**Answer: C,D**

#### NEW QUESTION # 71

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

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

**Answer: B**

#### NEW QUESTION # 72

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