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SAP C-S4CS-2508 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<ul style="list-style-type: none"> • Extensibility and Integration: This section of the exam measures skills of SAP Integration Specialists and deals with customizing applications and processes using extensibility tools. It also explains how to establish integrations across systems to enhance functionality in SAP environments.
Topic 4	<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 5	<ul style="list-style-type: none"> • Artificial Intelligence in Sales: This section of the exam measures skills of SAP AI Specialists and focuses on system functions that leverage artificial intelligence within sales. The aim is to enhance sales processes with intelligent automation and insights.

SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q31-Q36):

NEW QUESTION # 31

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

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

Answer: B

NEW QUESTION # 32

Which tools does SAP provide to make it easier for customers to maintain their SAP S/4HANA Cloud systems after a release upgrade? Note: There are 2 correct answers to this question.

- A. What's New Viewer Tool
- B. SAP Signavio Process Navigator Tool
- C. Release Assessment and Scope Dependency Tool
- D. Test Automation Tool

Answer: B,D

NEW QUESTION # 33

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 Build
- B. SAP Business Application Studio

- C. SAP Cloud Portal Service
- D. SAP HANA Cloud

Answer: A,B

NEW QUESTION # 34

How does an implementation consultant support customer experts during Fit-to-Standard workshops? Note: There are 2 correct answers to this question.

- A. Conduct end-user training on active scope items.
- B. Highlight areas that require configuration or customization decisions.
- C. Demonstrate SAP Best Practice business processes in the starter system.
- D. Determine set up instructions for customer-driven integrations.

Answer: B,C

NEW QUESTION # 35

What can you do with the planning apps for sales? Note: There are 2 correct answers to this question.

- A. Calculate the sales quotation conversion rate
- B. Compare planned with actual sales data
- C. Compare ordered, shipped, and billed amounts
- D. Search, create, and update sales plans

Answer: B,D

NEW QUESTION # 36

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