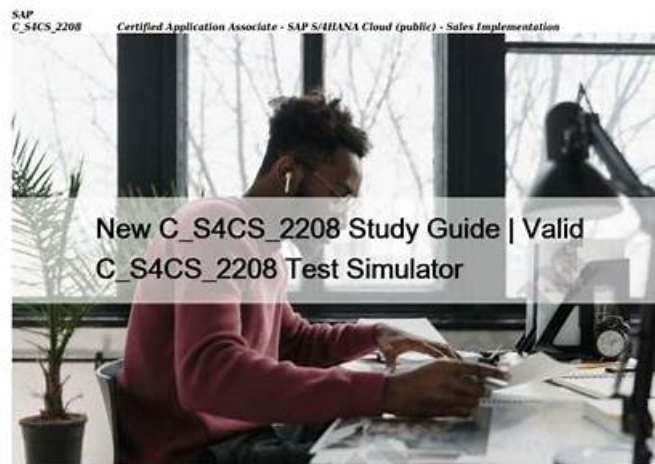


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Topic	Details
Topic 1	This section of the exam measures the skills of the integration consultant and covers customizing applications and processes using extensibility tools and setting up integrations in the SAP environment.
Topic 2	This section of 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 3	• 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 4	• 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	• Introduction to Cloud Computing and SAP Cloud ERP Deployment Options
Topic 6	• 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 7	• 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.
Topic 8	• 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.

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SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q75-Q80):

NEW QUESTION # 75

You are working on a Sales Order Processing with Collective Billing (BKZ) process in SAP S/4HANA Cloud Public Edition. Which of the following split criteria always prevent the combination of multiple sales orders into a single outbound delivery? Note: There are 2 correct answers to this question.

- A. Plant
- B. Payment terms
- C. Ship-to party
- D. Shipping point

Answer: C,D

NEW QUESTION # 76

After integration requirements have been finalized, what is used to analyze, design, and document the integration strategy?

- A. SAP Cloud ALM Requirements app
- B. SAP Business Accelerator Hub
- C. Integration and API List

- D. Integration Solution Advisory Methodology

Answer: D

NEW QUESTION # 77

You evaluate a predictive model.

What is the value range of predictive power and prediction confidence?

- A. From 0 to 10
- B. From A to Z
- C. From 0 to 1000
- D. From 0% to 100%

Answer: D

NEW QUESTION # 78

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

Answer: A,C

NEW QUESTION # 79

When you execute the Sell from Stock (BD9) process, which criteria determine the shipping point in the sales order? Note: There are 3 correct answers to this question.

- A. The delivering plant determined or entered in the sales order item
- B. The shipping condition from the business partner master record of the sold-to party or ship-to party
- C. The transportation zone from the business partner master record of the ship-to party
- D. The loading group from the material master record
- E. The transportation group from the material master record

Answer: A,B,D

NEW QUESTION # 80

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