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SAP C-S4CS-2502 Exam Syllabus Topics:

Topic	Details
Topic 1	- 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 2	Implementing with a Cloud Mindset, Building the Team, and Conducting Fit-to-Standard Workshops
Topic 3	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 4	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 5	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 6	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 7	Extensibility and Integration
Topic 8	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 9	- 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 10	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.

SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q44-Q49):

NEW QUESTION # 44

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

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

Answer: C

NEW QUESTION # 45

In which of the following systems do you access your assigned process tasks from the SAP Activate Roadmap of SAP S/4HANA Cloud Public Edition (3- system landscape)?

- A. SAP Cloud ALM for Implementation
- B. SAP Cloud ALM for Operations
- C. SAP Cloud ALM for Service
- D. SAP Central Business Configuration

Answer: A

NEW QUESTION # 46

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

Answer: B,C,D

NEW QUESTION # 47

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

Answer: B,C

NEW QUESTION # 48

You use the SAP Fiori Analytical Apps for Sales (1BS) in SAP S/4HANA Cloud Public Edition.

What information do these analytical apps provide in the Order-to-Cash process?

Note: There are 2 correct answers to this question.

- A. The current status of sales orders, quotations, and back orders
- B. The current status of warehouse stock levels
- C. The current status of the customer's credit limit
- D. The current status of sales volumes and profit margins

Answer: C,D

NEW QUESTION # 49

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