Exam Code: C_S4CS_2502

Exam Name | SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales

Total No. of Questions: 80

Passing Percentage: 66%

Exam Duration: 180 Minutes.

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Question 1

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

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

Answer B

Question 2

You are working on a Credit Memo Processing (1EZ) process in SAP S/4HANA Cloud Public Edition. Which SAP Fiori apps are used for credit memo processing? Note: There are 2 correct answers to this question.

- A. Create Billing Documents
- B. Manage Credit Memo Requests
- C. Manage Sales Orders
- D. Manage Debit Memo Requests

Answer A B

Question 3

How does an implementation consultant support customer experts during Fit-to-Standard workshops?

Note: There are 2 correct answers to this question.

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

Answer C D

Question 4

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

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

Answer B

Question 5

What have SAP S/4HANA Cloud Business Workflows been designed for? Note: There are 3 correct answers to this question.

A. To create standard procedures from SAP Signavio Process Navigator
B. To create business processes with a high number of people involved in a pre-defined sequence
C. To create very simple release or approval procedures
D. To create cross-product workflow procedures
E. To create complex, repeated work processes with iterative cycles

Answer A B E