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Exam : **C-S4CS-2508**

Title : SAP Certified Associate -
Implementation Consultant -
SAP S/4HANA Cloud Public
Edition, Sales

Vendor : SAP

Version : DEMO

NO.1 You need to manage a customer down payment. Which action do you perform during sales order entry?

- A. Enter an appropriate item in the billing plan of the sales order.
- B. Create a sales order with a dedicated order type.
- C. Enter a specific condition in the pricing procedure of the sales order.
- D. Mark the down payment checkbox at item level.

Answer: A

NO.2 You execute the Sell from Stock (BD9) process. At which process step is the billing due list updated?

- A. Post goods issue
- B. Proof of delivery
- C. Execute picking
- D. Create delivery

Answer: A

NO.3 In a predictive model, what does the predictive power measure?

- A. The ability to have the same level of performance on every new dataset
- B. The ability of the input parameters to explain the target
- C. The quantity of predictions that can be realized in the unit of time
- D. The percentage of correct responses in the output dataset

Answer: B

NO.4 Which of the following SAP Fiori apps are part of the Convergent Billing process? Note: There are 2 correct answers to this question.

- A. Manage Billing Documents
- B. My Inbox - All Items
- C. Test Billing Document Request API
- D. Manage Billing Document Requests

Answer: C D

NO.5 What is the correct release code for the second feature delivery in February 2025?

- A. 2502.2
- B. 2025.2.2
- C. 2025.2
- D. 2522

Answer: C

Explanation:

System Landscapes and Identity Access Management

NO.6 Which of the following criteria must a contract meet to be considered in the Sales Contract Fulfillment Rates KPI? Note: There are 2 correct answers to this question.

- A. Header status is completed

- B. Valid on the current date
- C. Net Value > 0
- D. Reference to an inquiry

Answer: B C

NO.7 You are working on a Sale from Stock (BD9) process in SAP S/4HANA Cloud Public Edition. Which of the following process steps is the shipping specials responsible for? Note: There are 2 correct answers to this question.

- A. Create outbound delivery
- B. Add freight costs
- C. Check the notifications
- D. Run Advanced Available-to-Promise

Answer: A B

NO.8 Which business roles are relevant for the Predictive Analytics Model Training-Sales (2YJ) scope item? Note:

There are 2 correct answers to this question.

- A. Order Fulfillment Specialist
- B. Sales Manager
- C. Analytics Specialist
- D. Order-to-Cash Process Manager

Answer: B C