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SAP

C_S4CS_2602

**SAP Certified - Implementation Consultant - SAP S/4HANA
Cloud Public Edition, Sales**



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Product Version

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Subjects

1. Organizational Units and System Data for Sales
2. Extensibility and Integration
3. Solution Processes Implementation for Core Sales
4. Configuration and the SAP Fiori Launchpad
5. Artificial Intelligence in Sales
6. Data Migration and Business Process Testing
7. Solution Processes Implementation for Analytics
8. Implementing with a Cloud Mindset, Building the Team, and Conducting Fit-too-Standard Workshops
9. System Landscapes and Identity Access Management
10. Introduction to Cloud Computing and SAP Cloud ERP Deployment Options

Topic: 1

Organizational Units and System Data for Sales

Question: 1

Which levels constitute the structure of a sales order?

- A. Customer, Material, Inventory
- B. Sales organization, Distribution channel, Division
- C. Order, Delivery, Billing
- D. Header, Item, Schedule line

Answer: D

Organizational Units and System Data for Sales

Question: 2

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

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

Answer: D

Organizational Units and System Data for Sales

Question: 3

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

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

Answer: C

Organizational Units and System Data for Sales

Question: 4

Which organizational unit represents an independent accounting unit?

- A. Sales Organization
- B. Company Code
- C. Distribution Channel
- D. Division

Answer: B

Topic: 2

Extensibility and Integration

Question: 5

Where is the initial list of known integrations documented?

- A. In the Fit-to-Standard Workshops
- B. In SAP Cloud ALM
- C. In the Digital Discovery Assessment
- D. In the Business Driven Configuration Questionnaire

Answer: C

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