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## **SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q58-Q63):**

### **NEW QUESTION # 58**

You want to determine the item category in a sales document.

What do you need to consider? Note: There are 2 correct answers to this question.

- A. The customer Master Data
- **B. The material Master Data**
- **C. The higher-level item**
- D. The sales organization

**Answer: B,C**

### **NEW QUESTION # 59**

To what do you assign a material listing procedure?

- A. Sales area, document pricing procedure, and customer pricing procedure
- B. Sales item category
- **C. Sales organization and sales document type**
- D. Sales document type

**Answer: C**

Explanation:

This assignment ensures that material listing (or exclusion) checks are performed based on the combination of sales organization and the type of sales document being processed.

### **NEW QUESTION # 60**

What must every condition record contain? Note: There are 2 correct answers to this question.

- A. Quantity
- **B. Validity period**
- **C. Calculation type**
- D. Scale

**Answer: B,C**

Explanation:

Pricing and condition technique

### **NEW QUESTION # 61**

Which of the following is a characteristic of a service item in a sales order?

- A. The material has a specific item category group.
- **B. The Delivering Plant field is not required.**
- C. The item in the sales order is blocked for delivery.
- D. The service item has no schedule line assigned.

**Answer: B**

Explanation:

A characteristic of a service item in a sales order is:

D . The Delivering Plant field is not required: Since service items do not involve physical inventory, specifying a delivering plant is unnecessary.

### NEW QUESTION # 62

Which field from the material master is used in route determination in a sales order?

- A. Material freight group
- **B. Transportation group**
- C. Weight group
- D. Loading group

**Answer: B**

Explanation:

The transportation group, maintained in the material master, plays a key role in determining the route for shipping the material in sales and distribution processes. It is used in conjunction with other factors like the shipping point and the ship-to party's location to determine the most appropriate route for delivery.

### NEW QUESTION # 63

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