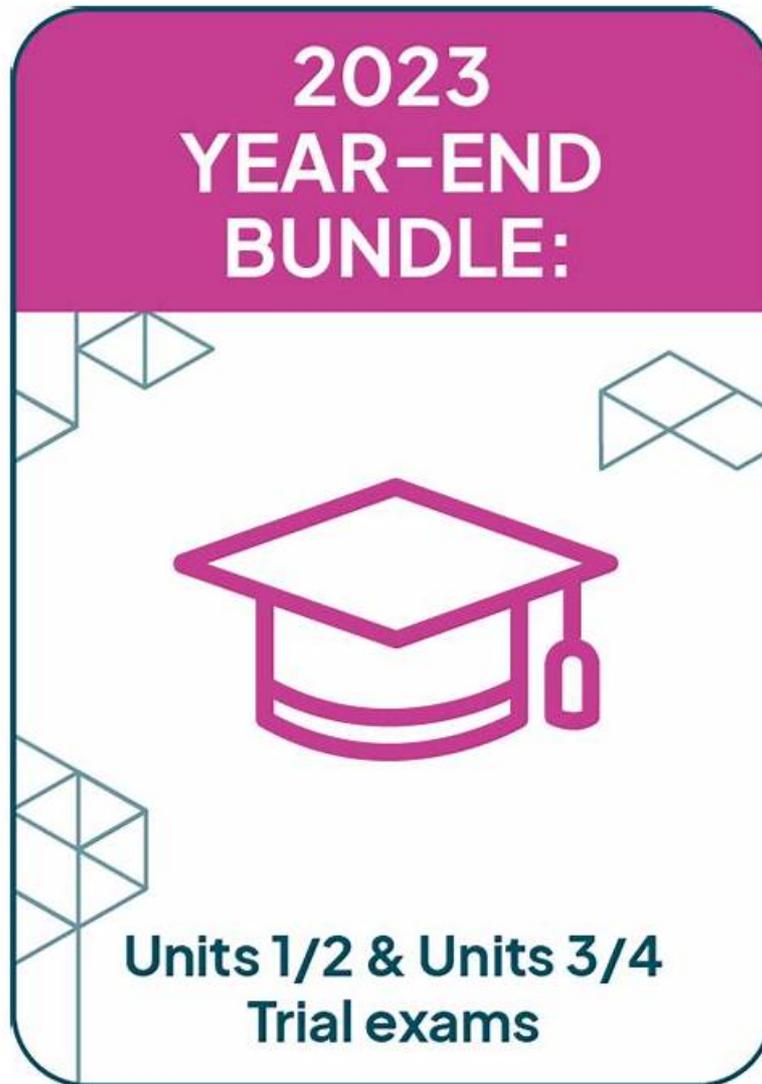


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## SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales Sample Questions (Q18-Q23):

### NEW QUESTION # 18

Which documents can only be created with reference to a billing document? Note: There are 2 correct answers to this question.

- A. Returns order
- B. Invoice correction request
- C. Debit memo request
- D. Invoice cancellation

**Answer: B,D**

### NEW QUESTION # 19

You are a consultant on an SAP S/4HANA Cloud greenfield project. As part of their clean core journey, the customer must analyze the current IT landscape to eliminate redundant systems and establish an efficient architectural design.

Which of the following can you use to do the analysis?

- A. SAP Best Practices
- B. SAP Cloud ALM
- C. SAP Solution Manager
- D. Lean IX

**Answer: A**

### NEW QUESTION # 20

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

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

**Answer: A,B**

### NEW QUESTION # 21

You are a consultant on an SAP S/4HANA Cloud brownfield project. In a meeting the customer decides to remodel an existing business process in accordance with clean core principles.

Which of the following SAP Signavio solutions can be used for the remodeling?

- A. SAP Signavio Process Governance
- B. SAP Signavio Process Manager
- C. SAP Signavio Process Intelligence
- D. SAP Signavio Process Insights

**Answer: A,B**

### NEW QUESTION # 22

When determining a storage location during delivery processing, the system uses a rule defined in which of the following?

- A. Material
- B. Shipping point
- C. Outbound delivery type
- D. Outbound delivery item category

**Answer: C**

## NEW QUESTION # 23

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