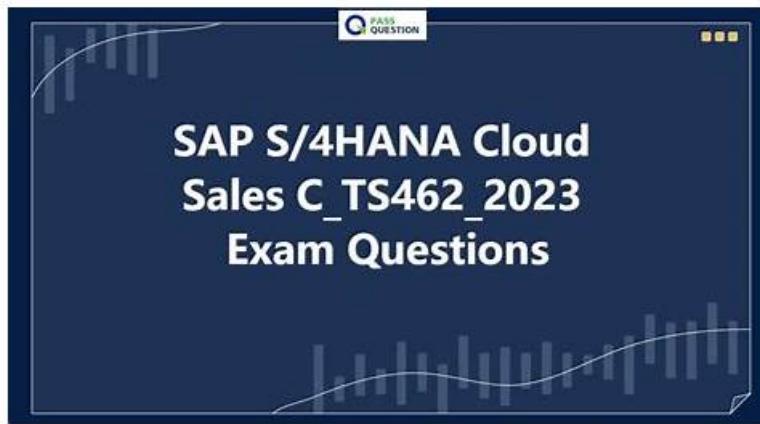


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## SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q24-Q29):

### NEW QUESTION # 24

What are some features of the Sales Order Fulfillment Issues app? Note: There are 2 correct answers to this question.

- A. The process flow can be used to directly resolve issues as quickly as possible.
- B. The app allows a user to monitor sales orders in critical stages and efficiently address issues.
- C. The app shows cost simulations for all possible order fulfillment scenarios.
- D. Icons and colors are used in the app to represent different types of issues.

**Answer: A,B**

Explanation:  
Sales Process and Analytics

**NEW QUESTION # 25**

You want to automatically supply your customers with an alternative material if the ordered material is not available. How would you do this?

- A. Create an assortment module that determines the permitted substitution materials.
- B. Create a material listing that includes both the ordered and substitution materials.
- C. Ensure all affected orders are included in a backorder processing run.
- D. Create a material determination record with an appropriate substitution reason.

**Answer: D**

Explanation:  
To automatically supply customers with an alternative material if the ordered material is not available, you would:  
C . Create a material determination record with an appropriate substitution reason: Material determination allows you to automatically replace requested materials with alternatives under specified conditions.

**NEW QUESTION # 26**

You are using multiple address handling in a sales document. At which levels can you assign the address determination? Note: There are 2 correct answers to this question.

- A. Partner determination procedure
- B. Address usage of the business partner
- C. Generic partner function
- D. Origin and source of the partner function

**Answer: A,B**

Explanation:  
Basic Functions (customizing)

**NEW QUESTION # 27**

You are using multiple address handling in a sales document. At which levels can you assign the address determination? Note: There are 2 correct answers to this question.

- A. Partner determination procedure
- B. Address usage of the business partner
- C. Generic partner function
- D. Origin and source of the partner function

**Answer: A,B****NEW QUESTION # 28**

To which elements do you assign a partner determination procedure? Note: There are 3 correct answers to this question.

- A. Sales item category
- B. Account group
- C. Business partner category
- D. Delivery item category
- E. Delivery type

**Answer: A,B,E**

Explanation:  
Basic Functions (customizing)

## NEW QUESTION # 29

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