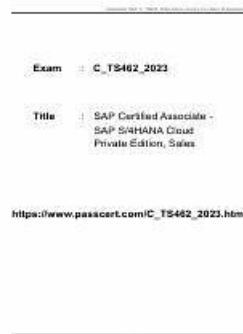


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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q30-Q35):

NEW QUESTION # 30

What can you configure in a billing type? Note: There are 2 correct answers to this question.

- A. Item number increment
- B. Reference mandatory indicator
- C. Billing type for cancellation
- D. Default delivery type for billing

Answer: A,C

Explanation:

Billing Process and Customizing

NEW QUESTION # 31

Which business partner categories can you use to create customer master records? Note: There are 2 correct answers to this question.

- A. Sold-to party
- B. Group
- C. Company
- D. Organization

Answer: B,D

NEW QUESTION # 32

You investigate the standard behavior of the two sales document types Delivery Free of Charge (FD) and Subsequent Delivery Free of Charge (SD). What do you find out? Note: There are 2 correct answers to this question.

- A. A Subsequent Delivery Free of Charge has to be created with reference to a preceding document.
- B. In both cases, materials are priced and billed normally but the shipping is free of charge.
- C. Documents of both document types can use the same item category.
- D. A Delivery Free of Charge is used to deliver material due to a complaint.

Answer: C,D

Explanation:

Regarding the standard behavior of Delivery Free of Charge (FD) and Subsequent Delivery Free of Charge (SD):

A . Documents of both document types can use the same item category: This is possible as both document types may deal with delivering goods free of charge, but under different circumstances.

D . A Delivery Free of Charge is used to deliver material due to a complaint: This is a common use of FD documents, where goods are delivered free of charge as a goodwill gesture or to rectify a complaint.

NEW QUESTION # 33

You are a consultant on an SAP S/4HANA Cloud greenfield project.

Which of the following aspects should you focus on to achieve and maintain clean core data quality?

Note: There are 2 correct answers to this question.

- A. Timeliness
- B. Stability
- C. Accuracy
- D. Efficiency

Answer: B,D

Explanation:
Managing Clean Core

NEW QUESTION # 34

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

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

Answer: B,C

NEW QUESTION # 35

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