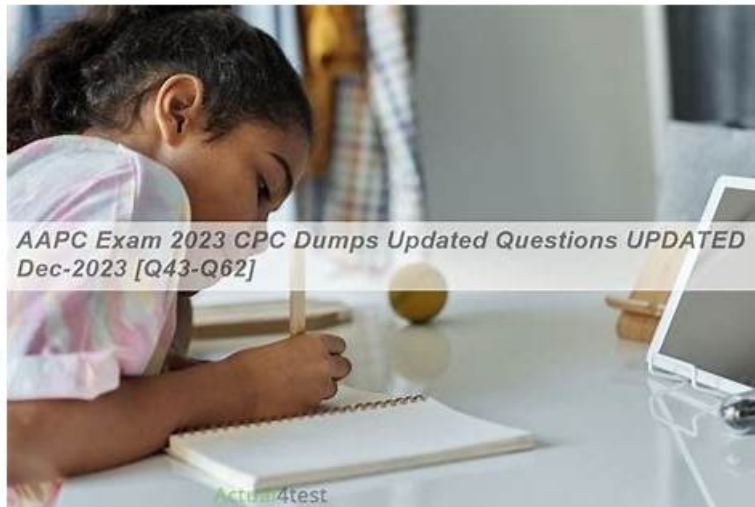


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## SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales Sample Questions (Q41-Q46):

### NEW QUESTION # 41

What are some of the prerequisites for the creation of a credit memo based on a credit memo request? Note: There are 2 correct answers to this question.

- A. Copying control must exist between the sales document and the billing document.
- B. An appropriate reason for rejection must be assigned to the original sales order item.
- C. The Billing Block field in the credit memo request must be empty.

- D. The billing document of the original customer invoice must be cancelled.

**Answer: B,C**

#### **NEW QUESTION # 42**

How can you enable partial deliveries for a sales order, while making sure to get as few deliveries as possible?

- A. In the order header, set the Complete Delivery indicator.
- B. In each order item, set Complete Delivery to required.
- C. In each order item, set Partial Deliveries to required.
- D. In the order header, set Order Combination to allowed.

**Answer: C**

#### **NEW QUESTION # 43**

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

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

**Answer: C,D**

#### **NEW QUESTION # 44**

You want to process and monitor outbound deliveries. Which organizational unit supports this?

- A. Distribution channel
- B. Shipping point
- C. Warehouse number
- D. Plant

**Answer: B**

#### **NEW QUESTION # 45**

Which of the following are characteristics of an invoice list process? Note: There are 2 correct answers to this question.

- A. You must set up a periodic billing plan for the invoice list creation.
- B. You must send the payer a single invoice list instead of the individual invoices.
- C. You must create an invoice list at specified time intervals or on specific dates.
- D. You use preliminary billing documents for the invoice list creation.

**Answer: B,C**

#### **NEW QUESTION # 46**

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