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SAP Certified - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q55-Q60):

NEW QUESTION # 55

How does an implementation consultant support customer experts during Fit-too-Standard workshops? Note: There are 2 correct answers to this question.

- A. Conduct end-user training on active scope items.
- B. Demonstrate SAP Best Practice business processes in the starter system.
- C. Highlight areas that require configuration or customization decisions.
- D. Determine set up instructions for customer-driven integrations.

Answer: B,C

NEW QUESTION # 56

What can you do with the planning apps for sales? Note: There are 2 correct answers to this question.

- A. Search, create, and update sales plans
- B. Compare ordered, shipped, and billed amounts
- C. Calculate the sales quotation conversion rate
- D. Compare planned with actual sales data

Answer: A,D

NEW QUESTION # 57

You use the SAP Fiori Analytical Apps for Sales (1BS) in SAP S/4HANA Cloud Public Edition. What information do these analytical apps provide in the Order-to-Cash process? Note: There are 2 correct answers to this question.

- A. The current status of sales orders, quotations, and back orders
- B. The current status of the customer's credit limit
- C. The current status of warehouse stock levels
- D. The current status of sales volumes and profit margins

Answer: B,D

NEW QUESTION # 58

What have SAP S/4HANA Cloud Business Workflows been designed for? Note: There are 3 correct answers to this question.

- A. To create standard procedures from SAP Signavio Process Navigator
- B. To create complex, repeated work processes with iterative cycles
- C. To create very simple release or approval procedures
- D. To create business processes with a high number of people involved in a pre-defined sequence
- E. To create cross-product workflow procedures

Answer: A,B,D

NEW QUESTION # 59

When you execute the Sell from Stock (BD9) process, which criteria determine the shipping point in the sales order? Note: There

are 3 correct answers to this question.

- A. The shipping condition from the business partner master record of the sold-to party or ship-to party
- B. The loading group from the material master record
- C. The transportation group from the material master record
- D. The delivering plant determined or entered in the sales order item
- E. The transportation zone from the business partner master record of the ship-to party

Answer: A,B,D

NEW QUESTION # 60

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