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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q48-Q53):

NEW QUESTION # 48

When you create a sales order with reference to a quotation, you want to ensure the entire quotation is always included in the order. Where do you make this setting?

- A. Order type
- **B. Copying control**
- C. Quotation type
- D. Order item category

Answer: B

Explanation:

To ensure the entire quotation is always included in the sales order, the setting is made in:

A . Copying control: This defines how data is transferred from one document to another, such as from a quotation to a sales order, and can be configured to ensure the complete transfer of all items from the quotation.

NEW QUESTION # 49

You maintain a sales order with several items and apply a freight charge. The system should automatically distribute the freight charge among the items based on the net value. What do you need to do?

- A. Set up condition type groups for the freight charge.
- B. Set up calculation type B (fixed amount) for the freight charge.
- C. Assign a group condition routine to the freight charge.
- **D. Set up the freight charge as a header condition.**

Answer: D

Explanation:

By setting up the freight charge as a header condition and using the appropriate condition class, the system can distribute the charge across all items proportionally based on their values.

NEW QUESTION # 50

You sell a product for which there is a bill of material. What must you set to ensure that the components automatically appear as sub-items in the order?

- A. The delivery group in the item category of the sub-item
- B. The item usage during the item category determination of each sub-item
- **C. The structure scope in the item category of the main item**
- D. The material entry type in the sales document type

Answer: C

Explanation:

To ensure components automatically appear as sub-items in an order for a product with a bill of material, you must set:

B . The structure scope in the item category of the main item: This determines whether and how sub-items (components) are included in sales documents.

NEW QUESTION # 51

What are some of the differences between the Create Billing Documents (VF04) transaction and the Create Billing Documents - Billing Due List Items app Note: There are 2 correct answers to this question.

- **A. With transaction VF04, a user can generate a log for the collective run.**
- B. With the app, a user can set default billing blocks for sales documents.
- C. With transaction VF04, a user can cancel a collective billing run.
- **D. With the app, a user can block the automatic posting of billing documents.**

Answer: A,D

NEW QUESTION # 52

Which of the following SAP S/4HANA Sales organizational unit assignments are mandatory? Note: There are 2 correct answers to this question.

- A. Sales office to sales area
- **B. Plant to combination of sales organization and distribution channel**
- **C. Division to sales organization**
- D. Sales group to sales office

Answer: B,C

Explanation:

Mandatory SAP S/4HANA Sales organizational unit assignments include:

A . Division to sales organization: A division must be assigned to a sales organization to define the product range that the sales organization is responsible for.

B . Plant to combination of sales organization and distribution channel: This assignment ensures that the system knows where products are available for a given sales organization and distribution channel.

NEW QUESTION # 53

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