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SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales Sample Questions (Q49-Q54):

NEW QUESTION # 49

A reason for rejection has been set against a sales order item

Why is the net value of the item still included in the total net value of the order?

- A. The update of the net value is not triggered after the rejection of the item.
- B. The reason for rejection does not have the appropriate configuration to exclude item value.**
- C. The reason for rejection was not assigned to the item category.
- D. The item value is used statistically hence added to the net value.

Answer: B

NEW QUESTION # 50

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

this question.

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

Answer: B,D

NEW QUESTION # 51

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

Answer: D

NEW QUESTION # 52

The delivering plant should be determined automatically for a sales order item.

Which master data sources can be used to achieve this? Note: There are 3 correct answers to this question.

- A. Material determination
- B. Material master
- C. Ship-to party
- D. Sold-to party
- E. Customer material info record

Answer: B,D,E

NEW QUESTION # 53

What are the effects of posting the goods issue during a sales process? Note: There are 3 correct answers to this question.

- A. Delivery requirements in material planning are updated.
- B. The document flow is updated.
- C. The overall status of the delivery is set to complete.
- D. The billing document can now be created.
- E. The warehouse task status is set to complete.

Answer: A,B,D

NEW QUESTION # 54

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