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## SAP Certified - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q54-Q59):

### NEW QUESTION # 54

You need to request and manage a customer down payment.

What action do you perform during sales order entry?

- A. Enter a specific condition in the pricing procedure of the sales order.
- **B. Enter an appropriate item in the billing plan of the sales order.**
- C. Create a sales order with a dedicated order type.
- D. Mark the down payment checkbox at item level.

**Answer: B**

### NEW QUESTION # 55

You work on a Sell from Stock (B D9) process in SAP S/4HANA Cloud Public Edition. What must be created to confirm a customer's intention to buy the products?

- A. Sales inquiry
- B. Outbound delivery
- C. Sales quotation
- **D. Sales order**

**Answer: D**

#### **NEW QUESTION # 56**

Which levels constitute the structure of a sales order?

- A. Customer, Material, Inventory
- **B. Header, Item, Schedule line**
- C. Order, Delivery, Billing
- D. Sales organization, Distribution channel, Division

**Answer: B**

#### **NEW QUESTION # 57**

What does a partner line of business configuration expert reference when identifying business processes to cover in the Fit-to-Standard workshops?

- A. SAP Signavio Journey Modeler
- B. SAP Signavio Process Collaboration Hub
- **C. Digital Discovery Assessment**
- D. Business Driven Configuration Questionnaire

**Answer: C**

#### **NEW QUESTION # 58**

What do you use to collect the values that are entered into the configuration activities in SAP Central Business Configuration?

- A. SAP Cloud ALM Processes app
- B. Availability and Dependencies of Solution Processes Excel
- **C. Business Driven Configuration Questionnaire**
- D. SAP Cloud ALM Requirements app

**Answer: C**

#### **NEW QUESTION # 59**

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