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## SAP Certified - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q21-Q26):

### NEW QUESTION # 21

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

**Answer: A**

**NEW QUESTION # 22**

Which organizational element is used with the combination of sales organization and distribution channel to form a sales area?

- A. Plant
- B. Sales group
- C. Sales office
- **D. Division**

**Answer: D**

**NEW QUESTION # 23**

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

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

**Answer: A,C**

**NEW QUESTION # 24**

You need to request and manage a customer down payment. What action do you perform during sales order entry?

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

**Answer: C**

**NEW QUESTION # 25**

Based on the SAP Activate methodology, which activities must you perform in the Explore phase? Note: There are 2 correct answers to this question.

- **A. Use the Test system to demonstrate SAP Best Practice processes.**
- B. Define the organizational structure and chart of accounts.
- **C. Conduct the Fit-to-Standard analysis to gather configuration values.**
- D. Conduct the Digital Discovery Assessment to identify extension requirements.

**Answer: A,C**

**NEW QUESTION # 26**

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