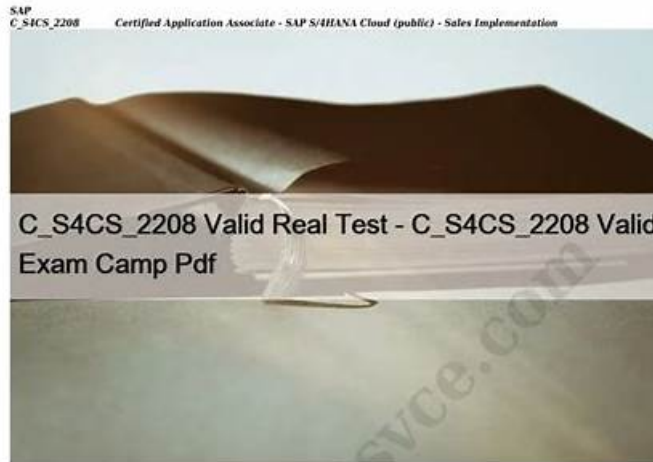


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## **SAP Certified - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q39-Q44):**

### **NEW QUESTION # 39**

After integration requirements have been finalized, what is used to analyze, design, and document the integration strategy?

- A. SAP Cloud ALM Requirements app
- B. SAP Business Accelerator Hub
- C. Integration and API List
- **D. Integration Solution Advisory Methodology**

**Answer: D**

### **NEW QUESTION # 40**

What needs to be specified when uploading the purchase order file using the Create Sales Orders - Automatic Extraction app?

- A. Customer Name
- **B. Sales Organization**
- C. Customer Delivery Date
- D. Company Code

**Answer: B**

### **NEW QUESTION # 41**

You are working on a Lean Customer Returns (BDD) process in SAP S/4HANA Cloud Public Edition.

What do you create during the customer returns process? Note: There are 3 correct answers to this question.

- **A. Delivery**
- B. Inspection lot
- **C. Billing block**
- D. Billing document
- **E. Return order**

**Answer: A,C,E**

### **NEW QUESTION # 42**

During Convergent Billing (1MC), you need to combine multiple documents in a subsequent billing document.

Which document item characteristics must be identical? Note: There are 2 correct answers to this question.

- A. Incoterms
- **B. Payer**
- C. Ship-to party
- **D. Billing date**

**Answer: B,D**

### **NEW QUESTION # 43**

In SAP Advanced Intercompany Sales, which document acts as the leading object and is relevant for MRP (material requirements planning) and ATP (available to promise) checks?

- **A. Original sales order (S02)**
- B. Outbound delivery created in the delivering company

- C. Intercompany sales order (S04)
- D. Purchase order placed on the delivering company (P03)

**Answer: A**

## NEW QUESTION # 44

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