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SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q52-Q57):

NEW QUESTION # 52

You are working on a Sales Order Processing with Collective Billing (BKZ) process in SAP S/4HANA Cloud Public Edition. Which of the following split criteria always prevent the combination of multiple sales orders into a single outbound delivery? Note: There are 2 correct answers to this question.

- A. Plant
- B. Ship-to party
- C. Shipping point
- D. Payment terms

Answer: B,C

NEW QUESTION # 53

In SAP Central Business Configuration, which activities can you perform during Product-Specific Configuration? Note: There are 3 correct answers to this question.

- A. Change approval thresholds.
- B. Add new sales organizations.
- C. Add blocking reasons for billing.
- D. Modify building blocks.
- E. Create new scope items.

Answer: A,B,C

NEW QUESTION # 54

In a predictive model for sales, what does the quotation conversion rate measure?

- A. The percentage of net values converted from quotations into sales orders
- B. The percentage of net values converted from quotations into billing documents
- C. The percentage of the number of orders that was converted from quotations
- D. The percentage of the number of order items that was converted from quotation items

Answer: D

NEW QUESTION # 55

Which of the following describes the use of return orders in SAP S/4HANA Returns Management? Note: There are 2 correct answers to this question.

- A. An inspection code may be entered in the return order header.
- B. A follow-up activity may be entered in the return order item.
- C. A return order must be created with reference to a sales order.
- D. The settlement agreed with the customer is recorded in the return order item.

Answer: B,D

NEW QUESTION # 56

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

Answer: C,D

NEW QUESTION # 57

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