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## **SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q10-Q15):**

### **NEW QUESTION # 10**

Which of the following is a characteristic of a service item in a sales order?

- A. The Delivering Plant field is not required.
- B. The item in the sales order is blocked for delivery.
- C. The material has a specific item category group.
- D. The service item has no schedule line assigned.

**Answer: A**

Explanation:

A characteristic of a service item in a sales order is:

D . The Delivering Plant field is not required: Since service items do not involve physical inventory, specifying a delivering plant is unnecessary.

### **NEW QUESTION # 11**

You want to evaluate sales discount condition records.

Which tool can you use?

Note: There are 2 correct answers to this question.

- A. Manage Prices - Sales app
- B. Pricing reports
- C. Price lists
- D. Listing

**Answer: A,B**

Explanation:

To evaluate sales discount condition records, you can use:

B . Pricing reports: Pricing reports in SAP allow you to analyze various pricing conditions, including sales discounts. These reports can provide detailed information about condition records, their application in sales documents, and how they influence final pricing.

D . Manage Prices - Sales app: In SAP S/4HANA, the "Manage Prices - Sales" app is a Fiori application that provides a user-friendly interface for managing and evaluating pricing conditions, including discounts. This app allows you to view, create, and edit condition records directly, offering a convenient way to assess the impact of sales discounts.

### **NEW QUESTION # 12**

You are using multiple address handling in a sales document. At which levels can you assign the address determination? Note: There are 2 correct answers to this question.

- A. Address usage of the business partner
- B. Origin and source of the partner function
- C. Generic partner function
- D. Partner determination procedure

**Answer: A,D**

### **NEW QUESTION # 13**

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**

Explanation:

To ensure the entire quotation is always included in the sales order, the setting is made in:

A . Copying control: This defines how data is transferred from one document to another, such as from a quotation to a sales order, and can be configured to ensure the complete transfer of all items from the quotation.

#### **NEW QUESTION # 14**

You want to use billing as part of the sales process. Which organizational units must be configured?

Note: There are 2 correct answers to this question.

- A. Profit center
- B. Business area
- C. Sales organization
- D. Company code

**Answer: C,D**

Explanation:

Organizational Structures

#### **NEW QUESTION # 15**

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