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## **SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales Sample Questions (Q18-Q23):**

### **NEW QUESTION # 18**

You want to process and monitor outbound deliveries. Which organizational unit supports this?

- A. Warehouse number
- B. Plant
- C. Distribution channel
- D. Shipping point

**Answer: D**

### **NEW QUESTION # 19**

When a user creates a sales order with reference to a quotation, a header text must be automatically copied from the sold-to party if it cannot be found in quotation. If it is copied from the sold-to party, it must be in the sold-to party language.

What must you do? Note: There are 3 correct answers to this question.

- A. In the access sequence, set the partner function language for this text to "sold-to party".
- B. Include the text type with an appropriate access sequence in the text determination procedure.
- C. Assign an appropriate text type to the sales document type.
- D. Assign the text determination procedure to the sales document type.
- E. Ensure that the access sequence reads the sold-to party text first.

**Answer: A,C,D**

### **NEW QUESTION # 20**

You save a sales order and receive a system message that a business partner of a specific partner function is missing. Which of the following partner functions can cause this problem? Note: There are 2 correct answers to this question.

- A. Sold-to party (SP)
- B. Ship-to party (SH)
- C. Invoicing party (11)
- D. Ordering party (1)

**Answer: A,B**

### **NEW QUESTION # 21**

Which of the following is a use case for a billing plan type?

- A. Milestone billing
- B. Invoice lists
- C. Convergent billing
- D. Settlement management

**Answer: A**

### **NEW QUESTION # 22**

Which time components are used to calculate the confirmed delivery date in a sales order? Note: There are 2 correct answers to this question.

- A. Transit time of the route
- B. Pick/pack time of the warehouse number

- C. Loading time of the shipping point
- D. Transportation lead time of the forwarding agent

**Answer: B,C**

#### **NEW QUESTION # 23**

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