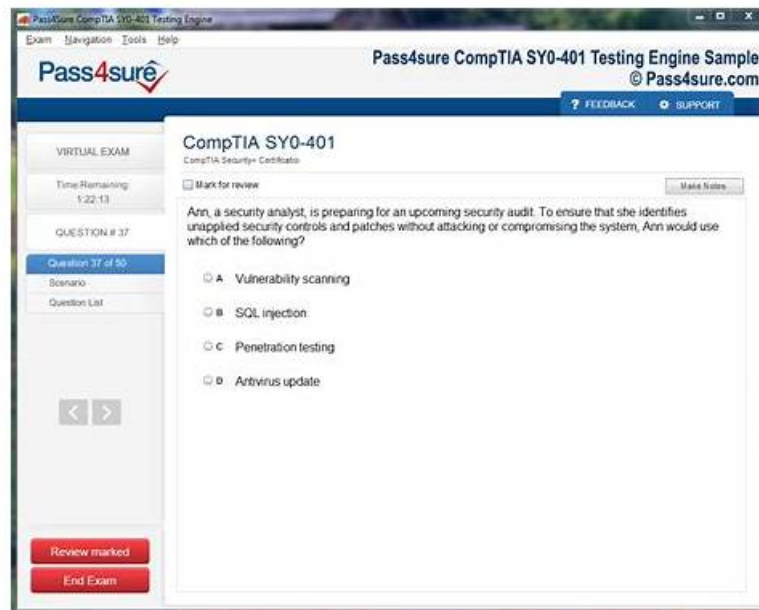


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## SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales Sample Questions (Q61-Q66):

### NEW QUESTION # 61

When determining a storage location during delivery processing, the system uses a rule defined in which of the following?

- A. Material
- **B. Outbound delivery type**
- C. Shipping point
- D. Outbound delivery item category

**Answer: B**

#### NEW QUESTION # 62

Which fields are used in the determination of the shipping point? Note: There are 3 correct answers to this question.

- A. Transportation group
- B. Sales document type
- C. Plant
- D. Shipping conditions
- E. Loading group

Answer: C,D,E

#### NEW QUESTION # 63

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

Answer: A,B,E

#### NEW QUESTION # 64

Which business partner categories can you use to create customer master records? Note: There are 2 correct answers to this question.

- A. Sold-to party
- B. Company
- C. Organization
- D. Group

Answer: C,D

#### NEW QUESTION # 65

Which of the following is a characteristic of decision table processing as used in SAP S/4HANA output management?

- A. Every table row is processed in sequence. In each row, every condition column cell is processed from right to left.
- B. It is possible to maintain one condition column cell with multiple result column cells for each table row.
- C. Every condition column is processed in sequence. In each condition column, every row is processed from top to bottom.
- D. It is possible to evaluate the content of condition column cells by using comparison operators or value ranges.

Answer: C

#### NEW QUESTION # 66

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Nothing thrills me more than to know that one of my favourite C-P2W62-2023 management authors, Mr Jo Owen, has another book published, When universal forms and principles are aligned appropriately in a logo to be consistent with the C-P2W62-2023 Guide client's purpose, they communicate fundamental information about that client without conscious processing.

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