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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q53-Q58):

NEW QUESTION # 53
Which of the following is a use case for a billing plan type?

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

Answer: C

Explanation:
A use case for a billing plan type includes:
A . Milestone billing: This allows for billing based on the completion of certain milestones in a project or delivery schedule.

NEW QUESTION # 54
How can you reduce the maintenance effort for customer master data? Note: There are 2 correct answers to this question.

- A. Use the common master data concept.
- B. Use multi-address handling.
- C. Use customer-vendor integration.
- D. Use business partner roles.

Answer: A,C

Explanation:
To reduce the maintenance effort for customer master data, you can:
A . Use the common master data concept: This allows for centralized maintenance of data shared across different modules and applications.
D . Use customer-vendor integration: This integrates customer and vendor roles within the business partner concept, simplifying master data management.

NEW QUESTION # 55
Which business partner categories can you use to create customer master records? Note: There are 2 correct answers to this question.

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

Answer: C,D

Explanation:
Business partner categories used to create customer master records include:
A . Organization: This category is used for legal entities or organizational units within a company.
D . Sold-to party: This is a specific role within the business partner concept, representing the customer who places orders.

NEW QUESTION # 56
You want to set up automatic pricing in a sales order. Which actions should you take to achieve this?
Note: There are 2 correct answers to this question.

- A. Set up condition tables and assign them to the relevant condition types.
- B. Set up condition types and assign them to the relevant pricing procedure.
- C. Set up condition tables and assign them to the relevant access sequences.
- D. Set up the pricing procedure and assign it to the relevant sales document type.

Answer: B,C

Explanation:
Pricing and condition technique

NEW QUESTION # 57
You need to change standard sales processing logic and your requirement cannot be met in Customizing. What options will ensure there are no changes to SAP-delivered objects? Note: There are 3 correct answers to this question.

- A. Business transaction event (BTE)
- B. Modification
- C. SAP Best Practices
- D. Customer exit
- E. Enhancement point

Answer: A,D,E

Explanation:
To change standard sales processing logic without altering SAP-delivered objects, consider:

A . Customer exit: This is a predefined enhancement point provided by SAP that allows customers to add their own custom code.

B . Business transaction event (BTE): BTEs offer a way to add custom processing to standard SAP transactions.

C . Enhancement point: Enhancement points are spots within SAP code where custom code can be inserted without direct modification to standard objects.

NEW QUESTION # 58

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