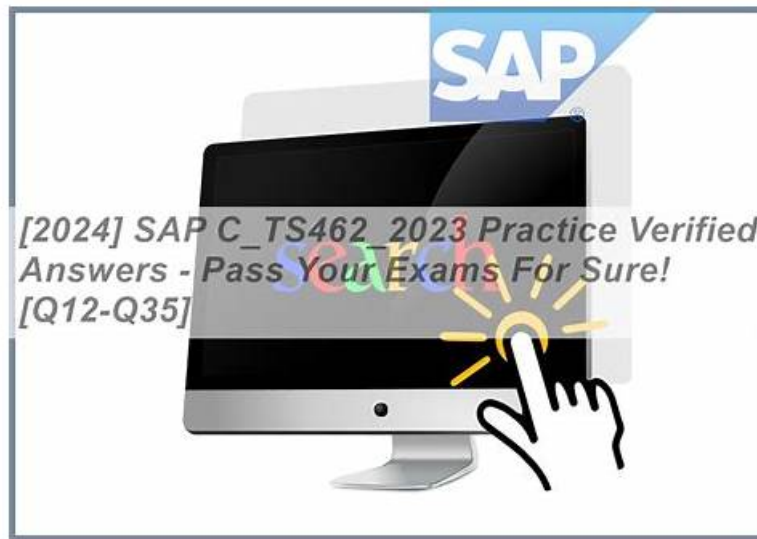


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Topic	Details
Topic 1	• Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).
Topic 2	• Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.
Topic 3	• Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.
Topic 4	• Managing Clean Core: The topic of Managing Clean Core is about applying principles to ERP to enhance business process agility and reduce adaptation efforts.
Topic 5	• Shipping Process and Customizing: This topic describes the processing of shipping transactions and their integration with sales order management, including the relevant customization settings.

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q15-Q20):

NEW QUESTION # 15

You want to ensure that only complete sales documents can be saved.

How can you achieve this?

- A. Set the No Change Possible flag in the partner determination procedure of the sold-to party.
- B. Activate the General option in status groups used in checks for sales document header fields.
- C. Set Dialog Message for Incompletion flag in the configuration for the relevant sales document types.
- D. Assign an incompleteness procedure to all schedule line categories used in sales.

Answer: C

Explanation:

To ensure that only complete sales documents can be saved, the most effective approach is:

A . Set Dialog Message for Incompletion flag in the configuration for the relevant sales document types.

By setting this flag for the sales document types in the configuration, the system will prompt a dialog message for any incomplete fields based on the assigned incompleteness procedures. This will prevent users from saving the sales document until all mandatory fields are filled out, thereby ensuring the completeness of the document.

NEW QUESTION # 16

You sell a product for which there is a bill of material. What must you set to ensure that the components automatically appear as sub-items in the order?

- A. The delivery group in the item category of the sub-item
- B. The structure scope in the item category of the main item
- C. The material entry type in the sales document type
- D. The item usage during the item category determination of each sub-item

Answer: B

Explanation:

To ensure components automatically appear as sub-items in an order for a product with a bill of material, you must set:

B . The structure scope in the item category of the main item: This determines whether and how sub-items (components) are included in sales documents.

NEW QUESTION # 17

What must every condition record contain? Note: There are 2 correct answers to this question.

- A. Scale
- B. Calculation type
- C. Validity period
- D. Quantity

Answer: B,C

NEW QUESTION # 18

To avoid critical situations in demand and procurement, the material availability check can be combined with product allocations.

Which benefit can be achieved by this?

- A. Procurement costs can be reduced.
- B. Goods distribution can be optimized.
- C. Capacity overloads can be avoided.
- D. More sales orders can be confirmed.

Answer: B

Combining material availability check with product allocations can achieve:

NEW QUESTION # 19

- A. OData
- B. RFC
- C. IDoc
- D. SOAP

NEW QUESTION # 20

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