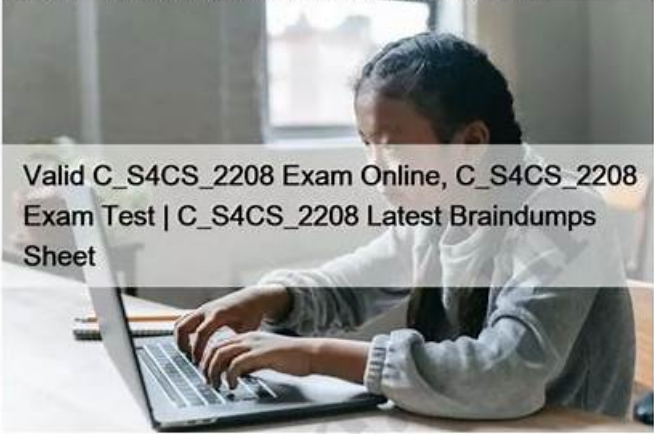


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Sales Processes in SAP S/4HANA Cloud Public Edition	- Order-to-Cash Process Configuration • 1. Delivery and shipping execution • 2. Sales order processing and lifecycle - Billing and Invoicing • 1. Billing document creation and processing • 2. Invoice correction and cancellation
Pricing and Billing	- Condition Technique and Pricing Configuration • 1. Pricing procedures and condition types • 2. Discounts, surcharges, and pricing rules - Output Determination
Output Management and Communication	• 1. Form templates and communication channels • 2. Output types and determination rules - Integration with SAP and External Systems
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SAP Certified - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q59-Q64):

NEW QUESTION # 59

Which of the following activities are completed in the Realize phase of the SAP Activate Methodology? Note: There are 2 correct answers to this question.

- A. Demonstrate where to find business process documentation
- **B. Set up manual test cases in SAP Cloud ALM**
- C. Gather perceived change impact feedback
- **D. Enter configuration values in SAP Central Business Configuration**

Answer: B,D

NEW QUESTION # 60

Which organizational unit represents an independent accounting unit?

- A. Company Code
- B. Division
- C. Sales Organization
- D. Distribution Channel

Answer: A

NEW QUESTION # 61

Which of the following analyses can you create from the Manage KPIs and Reports app? Note: There are 3 correct answers to this question.

- A. SAC Stories
- B. Multidimensional Reports
- C. Lumira Dashboards
- D. Review Booklets
- E. Object Views

Answer: B,C,D

NEW QUESTION # 62

Depending on the resolution agreed with the customer, which further process steps can be automated in SAP S/4HANA Returns Management when a return order is created? Note: There are 2 correct answers to this question.

- A. Issue of a refund to the customer's account
- B. Creation of a returns delivery
- C. Inspection of returned goods
- D. Shipment of replacement goods to the customer

Answer: A,D

NEW QUESTION # 63

What does a partner line of business configuration expert reference when identifying business processes to cover in the Fit-to-Standard workshops?

- A. Digital Discovery Assessment
- B. SAP Signavio Process Collaboration Hub
- C. SAP Signavio Journey Modeler
- D. Business Driven Configuration Questionnaire

Answer: A

NEW QUESTION # 64

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