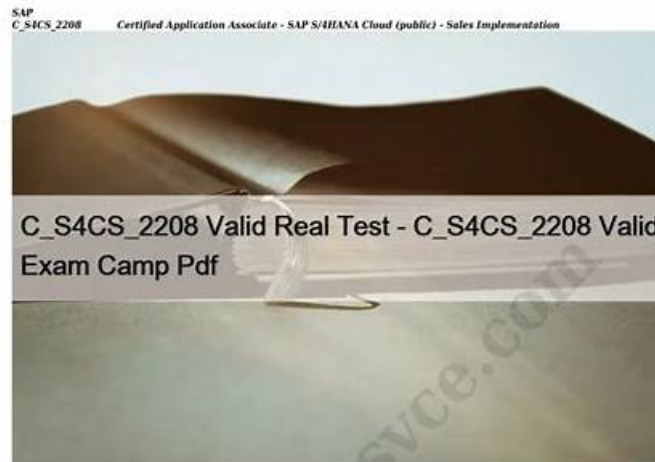


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## **SAP Certified - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q60-Q65):**

### **NEW QUESTION # 60**

Which factors are taken into account in determination of the pricing procedure in SAP S/4HANA Sales? Note: There are 2 correct answers to this question.

- **A. Document Pricing Procedure**
- **B. Sales Area**
- C. Customer Pricing Group
- D. Customer Account Group

**Answer: A,B**

### **NEW QUESTION # 61**

Which file formats can be uploaded for purchase orders when using the Create Sales Orders - Automatic Extraction app?

- A. HTML or XML format
- **B. PDF or Image format**
- C. Text or CSV format
- D. Word or Excel format

**Answer: B**

### **NEW QUESTION # 62**

In which of the following systems do you access your assigned process tasks from the SAP Activate Roadmap of SAP S/4HANA Cloud Public Edition (3-system landscape)?

- **A. SAP Central Business Configuration**
- B. SAP Cloud ALM for Operations
- C. SAP Cloud ALM for Implementation
- D. SAP Cloud ALM for Service

**Answer: A**

### **NEW QUESTION # 63**

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. Gather perceived change impact feedback
- **C. Enter configuration values in SAP Central Business Configuration**
- **D. Set up manual test cases in SAP Cloud ALM**

**Answer: C,D**

### **NEW QUESTION # 64**

Which of the following systems are used to implement SAP S/4HANA Cloud Public Edition for a customer? Note: There are 3 correct answers to this question.

- **A. Trial system**
- **B. Starter system**

- C. Test system
- D. Sandbox system
- E. Development system

Answer: A,B,C

## NEW QUESTION # 65

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