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### SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales Sample Questions (Q12-Q17):

#### NEW QUESTION # 12

Which decisions do you have to make when configuring a new delivery item category? Note: There are 2 correct answers to this question.

- A. Whether the route should be redetermined
- B. Whether over-delivery is allowed
- C. Whether a storage location should be determined

- D. Whether a delivery should be split by warehouse number

**Answer: B,C**

#### **NEW QUESTION # 13**

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 # 14**

You maintain a sales order with several items and apply a manual freight charge. The system should automatically distribute the freight charge among the items based on the net value.

What do you need to do?

- A. Set up condition type groups for the freight charge.
- B. Assign a group condition routine to the freight charge.
- C. Set up calculation type B (fixed amount) for the freight charge.
- D. Set up the freight charge as a header condition.

**Answer: A**

#### **NEW QUESTION # 15**

You are configuring the organizational structure in your system. Which assignments are possible? Note: There are 3 correct answers to this question.

- A. Assign a shipping point to multiple plants.
- B. Assign a plant to multiple sales organizations/distribution channels.
- C. Assign multiple distribution channels to one company code.
- D. Assign multiple loading points to a plant.
- E. Assign multiple plants to one company code.

**Answer: A,B,E**

#### **NEW QUESTION # 16**

Which of the following is a characteristic of a service item in a sales order?

- A. The service item has no schedule line assigned.
- B. The material has a specific item category group.
- C. The item in the sales order is blocked for delivery.
- D. The Delivering Plant field is not required.

**Answer: B**

#### **NEW QUESTION # 17**

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