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SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales Sample Questions (Q59-Q64):

NEW QUESTION # 59
How do you restrict the reasons for rejection for a sales document?

- A. Specify the permitted reasons for rejection in the customer material info record.
- B. Specify the permitted reasons for rejection in the relevant customer master.
- C. Assign the permitted reasons for rejection to the relevant sales document type.
- D. Assign the permitted reasons for rejection to the relevant sales item category.

Answer: D

NEW QUESTION # 60

Which fields are used in the determination of the shipping point? Note: There are 3 correct answers to this question.

- A. Sales document type
- B. Transportation group
- C. Shipping conditions
- D. Plant
- E. Loading group

Answer: C,D,E

NEW QUESTION # 61

Which channels are supported by SAP S/4HANA output management? Note: There are 3 correct answers to this question.

- A. Print
- B. XML
- C. E-mail
- D. ALE
- E. Fax

Answer: A,C,E

NEW QUESTION # 62

What are some of the prerequisites for the creation of a credit memo based on a credit memo request? Note: There are 2 correct answers to this question.

- A. The Billing Block field in the credit memo request must be empty.
- B. An appropriate reason for rejection must be assigned to the original sales order item.
- C. Copying control must exist between the sales document and the billing document.
- D. The billing document of the original customer invoice must be cancelled.

Answer: A,B

NEW QUESTION # 63

When you create a sales order with reference to a quotation, you want to ensure the entire quotation is always included in the order. Where do you make this setting?

- A. Order type
- B. Order item category
- C. Quotation type
- D. Copying control

Answer: D

NEW QUESTION # 64

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