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SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q10-Q15):

NEW QUESTION # 10

When configuring pricing, which controls and settings are available in the definition of condition types? Note: There are 3 correct answers to this question.

- A. Condition Table
- B. Condition Class
- C. Calculation Type
- D. Access Sequence
- E. Account Key

Answer: B,C,E

NEW QUESTION # 11

What happens to the sales order request after successfully creating a sales order?

- A. Sales Order Request is non-editable
- B. Sales Order Request is editable
- C. Sales Order Request is archived
- D. Sales Order Request is deleted

Answer: A

NEW QUESTION # 12

In a predictive model for sales, what does the quotation conversion rate measure?

- A. The percentage of the net value order items that was converted from quotation items
- B. The percentage of the number of order items that was converted from quotation items
- C. The percentage of the number of orders that was converted from quotations
- D. The percentage of the net value of billing documents that was converted from quotations

Answer: A

NEW QUESTION # 13

Which business roles are relevant for the Predictive Analytics Model Training-Sales (2YJ) scope item? Note: There are 2 correct answers to this question.

- A. Sales Manager
- B. Order-to-Cash Process Manager
- C. Analytics Specialist
- D. Order Fulfillment Specialist

Answer: A,C

NEW QUESTION # 14

What are the roles of condition tables in SAP S/4HANA pricing? Note: There are 2 correct answers to this question.

- A. Condition tables store specific combinations of key fields, which are used to access pricing condition conditions during sales order processing.
- B. Condition tables dictate the sequence in which pricing conditions are processed in the pricing procedure.
- C. Condition tables are responsible for calculating the final price based on the combination of multiple pricing conditions.
- D. Condition tables are actual tables in the underlying database, which store the condition records based on the relevant key fields.

Answer: A,D

NEW QUESTION # 15

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