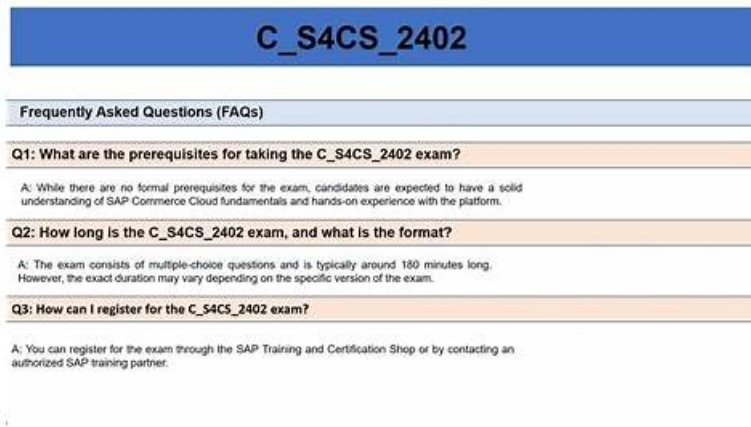


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SAP Certified - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q78-Q83):

NEW QUESTION # 78

Which of the following describes the use of return orders in SAP S/4HANA Returns Management? Note: There are 2 correct answers to this question.

- A. An inspection code may be entered in the return order header
- **B. The settlement agreed with the customer is recorded in the return order item**
- **C. A follow-up activity may be entered in the return order item**
- D. A return order must be created with reference to a sales order

Answer: B,C

NEW QUESTION # 79

What provides a foundation for the SAP Cloud ERP where integrations and extensions live?

- A. SAP ABAP Environment
- **B. SAP Business Technology Platform**
- C. SAP Discovery Center
- D. SAP Business Accelerator Hub

Answer: B

NEW QUESTION # 80

What are some characteristics of the SAP S/4HANA Migration Cockpit? Note: There are 2 correct answers to this question.

- **A. Mapping source values to SAP S/4HANA target values**
- B. Extensibility using the Legacy System Migration Workbench
- C. Combining the local and remote schema approaches into one migration project
- **D. Guidance and simulation of the migration process**

Answer: A,D

NEW QUESTION # 81

You need to request and manage a customer down payment.
What action do you perform during sales order entry?

- **A. Enter an appropriate item in the billing plan of the sales order.**
- B. Enter a specific condition in the pricing procedure of the sales order.
- C. Mark the down payment checkbox at item level.
- D. Create a sales order with a dedicated order type.

Answer: A

NEW QUESTION # 82

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. Sandbox system
- **B. Starter system**
- C. Development system
- **D. Trial system**
- **E. Test system**

Answer: B,D,E

NEW QUESTION # 83

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