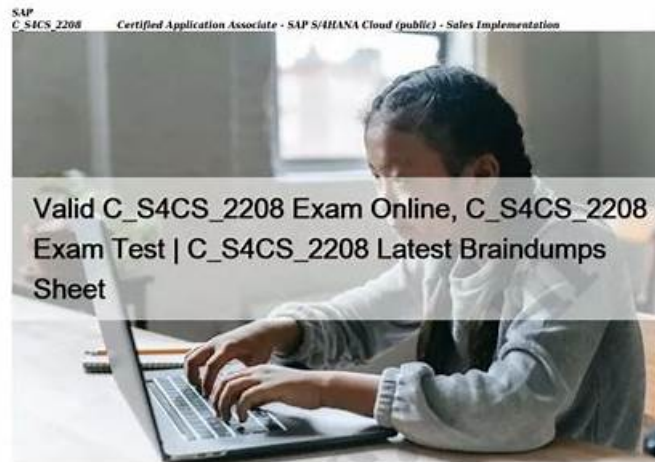


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## SAP Certified - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q12-Q17):

### NEW QUESTION # 12

Which layer of SAP S/4HANA provides a universal language to read and process data across different applications?

- A. SAP Fiori
- B. SAP HANA
- C. Core Data Services
- D. SAP Business Suite

**Answer: C**

### NEW QUESTION # 13

Depending on the resolution agreed with the customer, which further process steps can be automated in SAP S/4HANA Returns Management when a return order is created? Note: There are 2 correct answers to this question.

- A. Inspection of returned goods
- B. Creation of a returns delivery
- C. Shipment of replacement goods to the customer
- D. Issue of a refund to the customer's account

**Answer: C,D**

### NEW QUESTION # 14

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

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

**Answer: C**

### NEW QUESTION # 15

When you create a sales order item, in which sequence is the master data read to determine the delivering plant?

- A.
- B.
- C.
- D.

**Answer: A**

### NEW QUESTION # 16

Which of the following documents can be used as a reference to create debit memo requests? Note: There are 2 correct answers to this question.

- A. Quantity contract
- B. Delivery document
- C. Billing document
- D. Sales order

**Answer: C,D**

## NEW QUESTION # 17

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