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SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales Sample Questions (Q37-Q42):

NEW QUESTION # 37

Which of the following SAP S/4HANA Sales organizational unit assignments are mandatory? Note: There are 2 correct answers to this question.

- A. Sales group to sales office
- B. Sales office to sales area
- C. Plant to combination of sales organization and distribution channel
- D. Division to sales organization

Answer: C,D

NEW QUESTION # 38

You want to evaluate sales discount condition records.

Which tool can you use? Note: There are 2 correct answers to this question.

- A. Manage Prices - Sales app
- B. Pricing reports
- C. Listing
- D. Price lists

Answer: A,D

NEW QUESTION # 39

A reason for rejection has been set against a sales order item.

Why is the net value of the item still included in the total net value of the order?

- A. The item value is used statistically hence added to the net value.
- B. The reason for rejection does not have the appropriate configuration to exclude item value.
- C. The update of the net value is not triggered after the rejection of the item.
- D. The reason for rejection was not assigned to the item category.

Answer: B

NEW QUESTION # 40

You are using multiple address handling in a sales document.

At which levels can you assign the address determination? Note: There are 2 correct answers to this question.

- A. Address usage of the business partner
- B. Origin and source of the partner function
- C. Generic partner function
- D. Partner determination procedure

Answer: A,B

NEW QUESTION # 41

A new plant has been defined in your SAP S/4HANA system.

To which organizational element do you assign this new plant for it to be an allowed delivering plant for sales orders?

- A. Distribution chain.
- B. Division
- C. Warehouse number
- D. Distribution channel

Answer: C

NEW QUESTION # 42

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