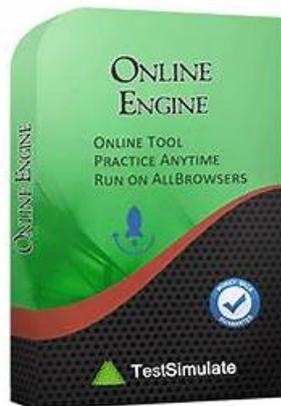


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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q15-Q20):

NEW QUESTION # 15

What can you configure in a billing type? Note: There are 2 correct answers to this question.

- A. Reference mandatory indicator
- B. Item number increment
- C. Billing type for cancellation
- D. Default delivery type for billing

Answer: B,C

Explanation:

Billing Process and Customizing

NEW QUESTION # 16

Which settings do the cash sales process and the rush order process have in common? Note: There are 2 correct answers to this question.

- A. The immediate delivery setting
- B. The billing type settings
- C. The lead time in days
- D. The item category determination

Answer: A,B

Explanation:

Cash sales and rush order processes share the following settings:

B . The billing type settings: Both processes typically involve immediate billing upon order creation or delivery.

D . The immediate delivery setting: Both processes are designed for rapid processing, often including immediate or very quick delivery after order placement.

NEW QUESTION # 17

Which time components are used to calculate the confirmed delivery date in a sales order? Note: There are 2 correct answers to this question.

- A. Loading time of the shipping point
- B. Transportation lead time of the forwarding agent
- C. Pick/pack time of the warehouse number
- D. Transit time of the route

Answer: A,C

NEW QUESTION # 18

Which business partner categories can you use to create customer master records? Note: There are 2 correct answers to this question.

- A. Sold-to party
- B. Company
- C. Group
- D. Organization

Answer: A,D

Explanation:

Business partner categories used to create customer master records include:

A . Organization: This category is used for legal entities or organizational units within a company.

D . Sold-to party: This is a specific role within the business partner concept, representing the customer who places orders.

NEW QUESTION # 19

You save a sales order and receive a system message that a business partner of a specific partner function is missing.

Which of the following partner functions can cause this problem? Note: There are 2 correct answers to this question.

- **A. Sold-to party (SP)**
- B. Ordering party (1)
- C. Invoicing party (11)
- **D. Ship-to party (SH)**

Answer: A,D

Explanation:

Master Data

NEW QUESTION # 20

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