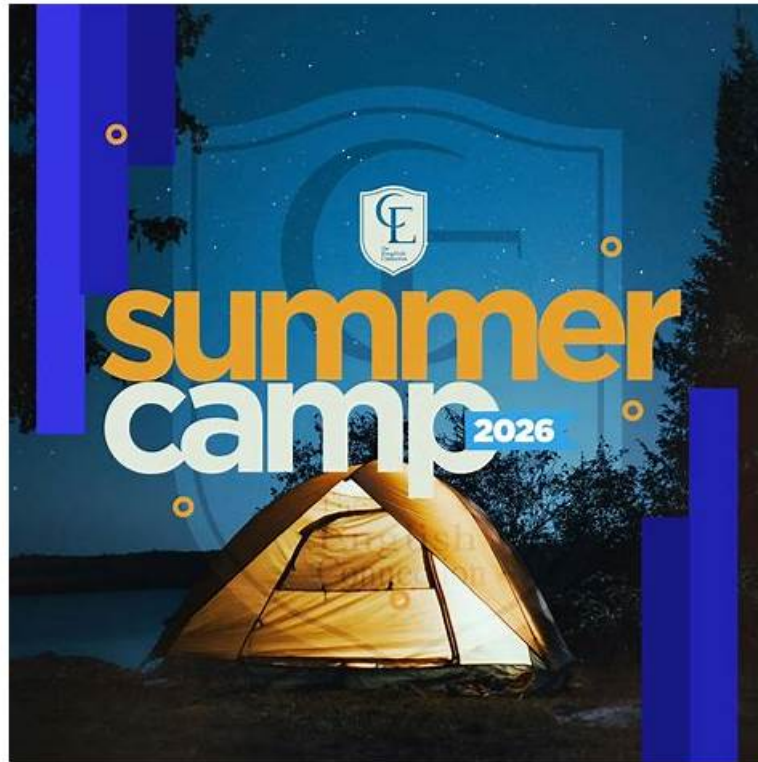


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## SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales

## Sample Questions (Q34-Q39):

### NEW QUESTION # 34

In your pricing procedure you have several condition types for a price such as PROO, PR02, PN00 and HM00. Only one of these prices is taken into account Which setting causes this behavior?

- A. Header condition
- B. Exclusion indicator
- C. Condition class
- D. Condition function

**Answer: C**

Explanation:

Pricing and condition technique

### NEW QUESTION # 35

Which information comes from the payer? Note: There are 2 correct answers to this question.

- A. Billing address
- B. Billing plan
- C. Invoicing list scheduling
- D. Payment terms

**Answer: A,D**

Explanation:

Information that comes from the payer includes:

C . Billing address: The billing address is typically associated with the payer and is used for invoicing purposes.

D . Payment terms: Payment terms, which define how and when payment for invoices is to be made, are often maintained in the payer's master data.

### NEW QUESTION # 36

SAP S/4HANA combines online transaction processing (OLTP) and online analytical processing (OLAP) on a single platform. What are the direct results of this? Note: There are 2 correct answers to this question.

- A. OLAP now uses real-time data.
- B. OLTP now runs on the data sets provided by OLAP.
- C. There is no longer a need for Extract, Transform, and Load (ETL) activities.
- D. OLAP now uses its own set of aggregated data.

**Answer: A,C**

Explanation:

Direct results of combining OLTP and OLAP on a single platform in SAP S/4HANA include:

B . OLAP now uses real-time data: With SAP S/4HANA, analytical processes can access live transactional data, enabling real-time insights.

D . There is no longer a need for Extract, Transform, and Load (ETL) activities: Since the same system is used for both OLTP and OLAP, data does not need to be moved between systems, reducing the need for ETL processes.

### NEW QUESTION # 37

You want to change the default description of a specific condition type for selected condition records. How can you achieve this? Note: There are 2 correct answers to this question.

- A. Use the Creation of Pricing Lists app.
- B. Use report COND\_AV.
- C. Use the Manage Prices - Sales app.
- D. Use the Change condition (VK12) transaction.

**Answer: C,D**

Explanation:

Pricing and condition technique

### NEW QUESTION # 38

You want to be able to enter a special price in a sales order for a certain customer that should ignore all applicable discounts. How can you achieve this?

- **A. Set the Exclusion indicator in the condition record for the special price.**
- B. Create a condition record for a customer-specific price.
- C. Activate the Condition Update indicator in the condition records for the special price.
- D. Set the Exclusion indicator in the condition records for all discounts.

**Answer: A**

Explanation:

To enter a special price in a sales order for a certain customer that should ignore all applicable discounts, you can:

D . Set the Exclusion indicator in the condition record for the special price: This ensures that when the special price condition is applied, other discount conditions are excluded for the calculation.

### NEW QUESTION # 39

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