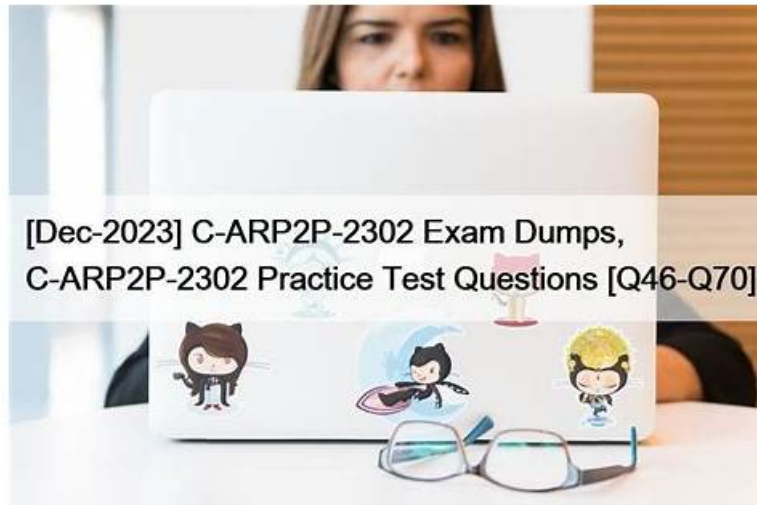


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SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales Sample Questions (Q41-Q46):

NEW QUESTION # 41

You want to use billing as part of the sales process. Which organizational units must be configured? Note: There are 2 correct answers to this question.

- A. Profit center
- B. Business area
- C. Sales organization
- D. Company code

Answer: C,D

NEW QUESTION # 42

When performing backorder processing, which confirmation strategies can you select? Note: There are 3 correct answers to this question.

- A. Obtain
- B. Drop
- C. Fill
- D. Gain
- E. Redistribute

Answer: C,D,E

NEW QUESTION # 43

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

Answer: D

NEW QUESTION # 44

Which documents can only be created with reference to a billing document? Note: There are 2 correct answers to this question.

- A. Invoice cancellation
- B. Debit memo request
- C. Returns order
- D. Invoice correction request

Answer: A,D

NEW QUESTION # 45

How does the system determine the warehouse number in an order-to-cash process?

- A. It is linked to a combination of sales area and plant.
- B. It is linked to a combination of plant and shipping point.
- C. It is linked to a combination of plant and storage location.
- D. It is linked to a combination of plant and distribution channel.

Answer: C

NEW QUESTION # 46

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