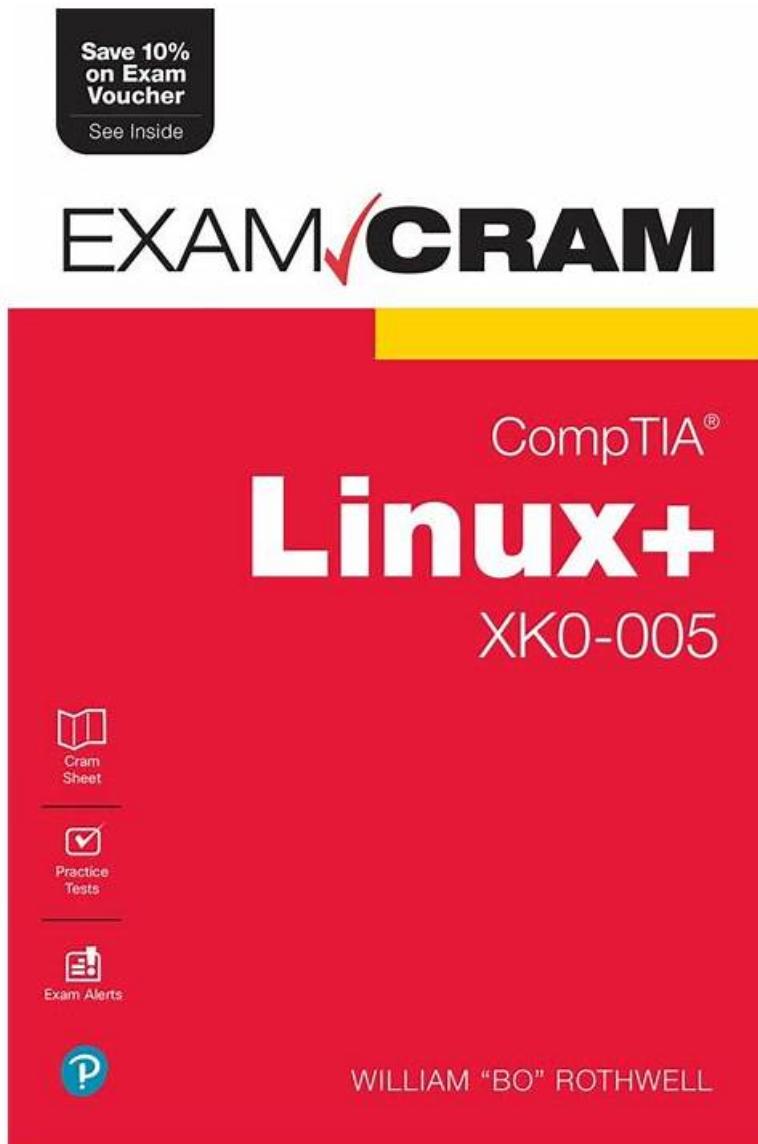


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## **SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales Sample Questions (Q19-Q24):**

### **NEW QUESTION # 19**

You want to use condition exclusion.

For which of the following pricing elements can you set the condition exclusion indicator? Note: There are 2 correct answers to this question.

- A. Condition type
- B. Condition category
- C. Condition type groups
- D. Condition record

**Answer: A,D**

### **NEW QUESTION # 20**

You want to process and monitor outbound deliveries. Which organizational unit supports this?

- A. Shipping point
- B. Warehouse number
- C. Distribution channel
- D. Plant

**Answer: A**

### **NEW QUESTION # 21**

You are a consultant on an SAP S/4HANA Cloud greenfield project.

Which of the following aspects should you focus on to achieve and maintain clean core data quality? Note: There are 2 correct answers to this question.

- A. Efficiency
- B. Timeliness
- C. Accuracy
- D. Stability

**Answer: A,D**

### **NEW QUESTION # 22**

You are configuring the organizational structure in your system. Which assignments are possible? Note: There are 3 correct answers to this question.

- A. Assign multiple loading points to a plant.
- B. Assign multiple plants to one company code.
- C. Assign multiple distribution channels to one company code.
- D. Assign a shipping point to multiple plants.
- E. Assign a plant to multiple sales organizations/distribution channels.

**Answer: B,D,E**

## NEW QUESTION # 23

When you create a sales order with reference to a quotation, you want to ensure the entire quotation is always included in the order. Where do you make this setting?

- A. Order type
- B. Order item category
- C. Quotation type
- D. **Copying control**

**Answer: D**

## NEW QUESTION # 24

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