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SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales Sample Questions (Q20-Q25):

NEW QUESTION # 20

How can you enable partial deliveries for a sales order, while making sure to get as few deliveries as possible?

- A. In each order item, set Complete Delivery to required.
- B. In the order header, set the Complete Delivery indicator.
- **C. In each order item, set Partial Deliveries to required.**
- D. In the order header, set Order Combination to allowed.

Answer: C

NEW QUESTION # 21

You want to determine the item category in a sales document.

What do you need to consider? Note: There are 2 correct answers to this question.

- A. The sales organization
- B. The material master data
- C. The higher-level item
- D. The customer master data

Answer: B,C

NEW QUESTION # 22

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

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

Answer: A,B,D

NEW QUESTION # 23

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

Answer: D

NEW QUESTION # 24

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. Distribution channel
- D. Warehouse number

Answer: D

NEW QUESTION # 25

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