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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q49-Q54):

NEW QUESTION # 49

You are a consultant on an SAP S/4HANA Cloud greenfield project. As part of their clean core journey, the customer must analyze the current IT landscape to eliminate redundant systems and establish an efficient architectural design.

Which of the following can you use to do the analysis?

- A. SAP Solution Manager
- B. Lean IX
- C. SAP Best Practices
- D. SAP Cloud ALM

Answer: C

Explanation:

Managing Clean Core

NEW QUESTION # 50

You maintain a sales order with several items and apply a freight charge. The system should automatically distribute the freight charge among the items based on the net value. What do you need to do?

- A. Set up condition type groups for the freight charge.
- B. Set up the freight charge as a header condition.
- C. Set up calculation type B (fixed amount) for the freight charge.
- D. Assign a group condition routine to the freight charge.

Answer: B

Explanation:

By setting up the freight charge as a header condition and using the appropriate condition class, the system can distribute the charge across all items proportionally based on their values.

NEW QUESTION # 51

What must every condition record contain?

Note: There are 2 correct answers to this question.

- A. Calculation type
- B. Scale
- C. Quantity
- D. Validity period

Answer: C,D

Explanation:

Every condition record in SAP must contain:

D . Validity period: This specifies the time frame during which the condition record is active and can be applied in transactions. It's essential to define the start and end dates to ensure that the condition is only used within the intended period.

C . Quantity: Often, condition records include quantity scales that adjust the condition value (e.g., price, discount) based on the quantity ordered or purchased. While a specific quantity may not always be a mandatory field for every type of condition record, many condition types are set up to use quantity scales to determine the applicable condition value.

While scales (Option A) are commonly used in condition records, they are not mandatory for every condition record. Similarly, the calculation type (Option B) is a property of the condition type rather than an individual condition record. The condition type dictates how the system calculates the value of the condition (e.g., as a percentage, fixed amount, etc.), but this setting is defined at the condition type level, not for each individual record.

NEW QUESTION # 52

What are some of the prerequisites for the creation of a credit memo based on a credit memo request? Note: There are 2 correct answers to this question.

- A. The billing document of the original customer invoice must be cancelled.
- **B. The Billing Block field in the credit memo request must be empty.**
- C. Copying control must exist between the sales document and the billing document.
- **D. An appropriate reason for rejection must be assigned to the original sales order item.**

Answer: B,D

NEW QUESTION # 53

You want to be able to create and goods issue an outbound delivery for a stock material. What settings should you make? Note: There are 3 correct answers to this question.

- **A. Define the goods movement type in the schedule line category.**
- **B. Set the schedule line category to be relevant for delivery.**
- **C. Activate schedule lines allowed in the order item category.**
- D. Set the order item category to be relevant for delivery.
- E. Define the goods movement type in the delivery item category.

Answer: A,B,C

NEW QUESTION # 54

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