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SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales Sample Questions (Q27-Q32):

NEW QUESTION # 27

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

Answer: B,C

NEW QUESTION # 28

Which time components are used to calculate the confirmed delivery date in a sales order? Note: There are 2 correct answers to this question.

- A. Transportation lead time of the forwarding agent
- B. Pick/pack time of the warehouse number
- C. Loading time of the shipping point
- D. Transit time of the route

Answer: B,C

NEW QUESTION # 29

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

Answer: A,B,C

NEW QUESTION # 30

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

Answer: A,B

NEW QUESTION # 31

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

Answer: A,C

NEW QUESTION # 32

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