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SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales Sample Questions (Q46-Q51):

NEW QUESTION # 46

Which of the following is a use case for a billing plan type?

- A. Milestone billing
- B. Settlement management
- C. Convergent billing
- D. Invoice lists

Answer: A

NEW QUESTION # 47

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

Answer: A,D,E

NEW QUESTION # 48

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

Answer: D

NEW QUESTION # 49

You want to evaluate sales discount condition records.

Which tool can you use? Note: There are 2 correct answers to this question.

- A. Pricing reports
- B. Listing
- C. Manage Prices - Sales app
- D. Price lists

Answer: C,D

NEW QUESTION # 50

In your pricing procedure you have several condition types for a price such as PROO, PR02, PN00 and HM00. Only one of these prices is taken into account. Which setting causes this behavior?

- A. Condition function
- B. Exclusion indicator
- C. Condition class
- D. Header condition

Answer: C

NEW QUESTION # 51

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