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SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q32-Q37):

NEW QUESTION # 32
Which of the following systems are used to implement SAP S/4HANA Cloud Public Edition for a customer? Note: There are 3 correct answers to this question.

- A. Development system
- B. Trial system
- C. Starter system
- D. Test system
- E. Sandbox system

Answer: A,C,D

NEW QUESTION # 33
What is different in the account posting of a down payment request, compared to the account posting of an invoice? Note: There are 2 correct answers to this question.

- A. Reconciliation account
- B. General ledger (G/L) indicator
- C. Cost center
- D. Chart of accounts

Answer: A,B

NEW QUESTION # 34
Depending on the resolution agreed with the customer, which further process steps can be automated in SAP S/4HANA Returns Management when a return order is created?
Note: There are 2 correct answers to this question.

- A. Issue of a refund to the customer's account
- B. Inspection of returned goods
- C. Shipment of replacement goods to the customer
- D. Creation of a returns delivery

Answer: A,D

NEW QUESTION # 35
What happens when control/ownership of materials is transferred from the delivering company to the selling company in SAP Advanced Intercompany Sales?
Note: There are 2 correct answers to this question.

- A. The materials are removed from the delivering company's valuated stock in transit.
- B. Goods issue is posted in the delivering company.
- C. Internal transfer of control information is entered in the outbound delivery.
- D. An intercompany customer invoice is automatically created.

Answer: B,D

NEW QUESTION # 36
When you execute the Sell from Stock (BD9) process, which criteria determine the shipping point in the sales order? Note: There are 3 correct answers to this question.

- A. The delivering plant determined or entered in the sales order item
- B. The transportation zone from the business partner master record of the ship-to party
- C. The transportation group from the material master record
- D. The loading group from the material master record
- E. The shipping condition from the business partner master record of the sold-to party or ship-to party

Answer: A,D,E

NEW QUESTION # 37

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