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>> Sample C-P2W62-2023 Questions <<

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There is no doubt that we all dream of working for top companies around the globe. Some people make it through but some keep on thinking about how to break that glass. If you are among those who belong to the latter category, you should start the preparations for the SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales (C-P2W62-2023) certification exam to improve your knowledge, expertise and crack even the toughest interview easily.

SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales Sample Questions (Q11-Q16):

NEW QUESTION # 11

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

Answer: A

NEW QUESTION # 12

How do you restrict the reasons for rejection for a sales document?

- A. Specify the permitted reasons for rejection in the customer material info record.
- **B. Assign the permitted reasons for rejection to the relevant sales item category.**
- C. Assign the permitted reasons for rejection to the relevant sales document type.
- D. Specify the permitted reasons for rejection in the relevant customer master.

Answer: B

NEW QUESTION # 13

When a user creates a sales order with reference to a quotation, a header text must be automatically copied from the sold-to party if it cannot be found in quotation. If it is copied from the sold-to party, it must be in the sold-to party language.

What must you do? Note: There are 3 correct answers to this question.

- **A. Assign the text determination procedure to the sales document type.**
- B. Include the text type with an appropriate access sequence in the text determination procedure.
- C. Ensure that the access sequence reads the sold-to party text first.
- **D. In the access sequence, set the partner function language for this text to "sold-to party".**
- **E. Assign an appropriate text type to the sales document type.**

Answer: A,D,E

NEW QUESTION # 14

What are the effects of posting the goods issue during a sales process? Note: There are 3 correct answers to this question.

- **A. The billing document can now be created.**
- **B. The document flow is updated.**
- C. The warehouse task status is set to complete.
- **D. Delivery requirements in material planning are updated.**
- E. The overall status of the delivery is set to complete.

Answer: A,B,D

NEW QUESTION # 15

Which channels are supported by SAP S/4HANA output management? Note: There are 3 correct answers to this question.

- A. XML
- **B. Fax**
- **C. E-mail**
- D. ALE
- **E. Print**

Answer: B,C,E

NEW QUESTION # 16

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