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SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q10-Q15):

NEW QUESTION # 10

What are the main steps in the free of charge delivery process? Note: There are 2 correct answers to this question.

- A. Create outbound delivery
- B. Perform delivery split
- C. Create sales order
- D. Confirm proof of delivery

Answer: A,C

NEW QUESTION # 11

Which of the following documents can be used as a reference to create debit memo requests? Note: There are 2 correct answers to this question.

- A. Delivery document
- **B. Billing document**
- C. Quantity contract
- **D. Sales order**

Answer: B,D

NEW QUESTION # 12

In which of the following systems do you access your assigned process tasks from the SAP Activate Roadmap of SAP S/4HANA Cloud Public Edition (3-system landscape)?

- **A. SAP Central Business Configuration**
- B. SAP Cloud ALM for Service
- C. SAP Cloud ALM for Implementation
- D. SAP Cloud ALM for Operations

Answer: A

NEW QUESTION # 13

You need to manage a customer down payment. Which action do you perform during sales order entry?

- A. Create a sales order with a dedicated order type.
- B. Mark the down payment checkbox at item level.
- **C. Enter an appropriate item in the billing plan of the sales order.**
- D. Enter a specific condition in the pricing procedure of the sales order.

Answer: C

NEW QUESTION # 14

Which embedded support offerings can you make use of in the SAP Fiori Launchpad? Note: There are 3 correct answers to this question.

- **A. Digital assistance from generative AI (SAP Joule)**
- B. Assessment questions from the SAP Learning Hub
- C. Recorded webinars from the SAP Learning Website
- **D. Recorded system simulations from the Learning Center**
- **E. Video tutorials from the SAP Help Portal**

Answer: A,D,E

NEW QUESTION # 15

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