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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q47-Q52):

NEW QUESTION # 47

Which type of SAP S/4HANA app delivers exception-based processing, combining analytics with follow-up actions to resolve issues?

- A. SAP Smart Business
- B. Transactional apps
- C. Factsheets
- D. SAP S/4HANA embedded analytics

Answer: A

Explanation:

The type of SAP S/4HANA app that delivers exception-based processing with analytics and follow-up actions is:

A . SAP Smart Business: These apps provide role-based dashboards with key performance indicators and allow users to take immediate actions based on insights.

NEW QUESTION # 48

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

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

Answer: C

Explanation:

Organizational Structures

NEW QUESTION # 49

Which fields are used in the determination of the shipping point? Note: There are 3 correct answers to this question.

- A. Transportation group
- B. Sales document type
- C. Plant
- D. Loading group
- E. Shipping conditions

Answer: C,D,E

NEW QUESTION # 50

Which decisions do you have to make when configuring a new delivery item category?

Note: There are 2 correct answers to this question.

- A. Whether a delivery should be split by warehouse number
- B. Whether the route should be redetermined
- C. Whether a storage location should be determined
- D. Whether over-delivery is allowed

Answer: C,D

Explanation:

When configuring a new delivery item category in SAP, among the decisions you have to make include:

C . Whether a storage location should be determined: Deciding on storage location determination is crucial because it affects where the system looks for inventory to fulfill the delivery. This setting can influence the logistics and efficiency of picking and packing processes.

D . Whether over-delivery is allowed: This decision determines if the system permits quantities in deliveries to exceed the ordered quantities. Allowing over-delivery can be useful in certain business scenarios, such as when delivering bulk products or accommodating for packaging constraints.

NEW QUESTION # 51

You are a consultant on an SAP S/4HANA Cloud greenfield project.

Which of the following aspects should you focus on to achieve and maintain clean core data quality? Note:

There are 2 correct answers to this question.

- A. Accuracy
- B. Efficiency
- C. Stability
- D. Timeliness

Answer: B,C

NEW QUESTION # 52

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