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SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales Sample Questions (Q61-Q66):

NEW QUESTION # 61

You want to change the default description of a specific condition type for selected condition records. How can you achieve this? Note: There are 2 correct answers to this question.

- A. Use the Manage Prices - Sales app.
- B. Use the Change condition (VK12) transaction.
- C. Use report COND_AV.
- D. Use the Creation of Pricing Lists app.

Answer: A,B

NEW QUESTION # 62

When you create a business partner, allocation of the business partner number is controlled by a number range assigned to which object?

- A. Business partner category
- **B. Business partner grouping**
- C. Business partner role
- D. Account group

Answer: B

NEW QUESTION # 63

Which controls can you set when you configure a schedule line category? Note: There are 2 correct answers to this question.

- **A. Delivery relevance**
- B. Structure scope
- C. Create delivery group
- **D. Goods movement type**

Answer: A,D

NEW QUESTION # 64

You maintain a sales order with several items and apply a manual freight charge. The system should automatically distribute the freight charge among the items based on the net value.

What do you need to do?

- A. Set up calculation type B (fixed amount) for the freight charge.
- **B. Set up condition type groups for the freight charge.**
- C. Assign a group condition routine to the freight charge.
- D. Set up the freight charge as a header condition.

Answer: B

NEW QUESTION # 65

You want to use billing as part of the sales process. Which organizational units must be configured? Note: There are 2 correct answers to this question.

- A. Profit center
- B. Business area
- **C. Company code**
- **D. Sales organization**

Answer: C,D

NEW QUESTION # 66

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