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SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q60-Q65):

NEW QUESTION # 60

In SAP Central Business Configuration, which activities can you perform in the Product-Specific Configuration Phase? Note: There are 3 correct answers to this question.

- A. Add new sales organizations.
- B. Change approval thresholds.
- C. Add blocking reasons for billing.
- D. Modify building blocks.
- E. Create new scope items.

Answer: A,B,C

NEW QUESTION # 61

What determines the plan layout in the Planning Apps for Sales (100) scope item? Note: There are 2 correct answers to this question.

- A. Dimensions defined by the user

- B. Versions defined by the user
- C. Plan data defined by the user
- D. Attributes defined by the user

Answer: A,D

NEW QUESTION # 62

Where is the initial list of known integrations documented?

- A. In the Fit-to-Standard Workshops
- B. In the Business Driven Configuration Questionnaire
- C. In SAP Cloud ALM
- D. In the Digital Discovery Assessment

Answer: D

Explanation:

Extensibility and integration

NEW QUESTION # 63

In SAP Advanced Intercompany Sales, which document acts as the leading object and is relevant for MRP (material requirements planning) and ATP (available to promise) checks?

- A. Purchase order placed on the delivering company (P03)
- B. Intercompany sales order (S04)
- C. Outbound delivery created in the delivering company
- D. Original sales order (S02)

Answer: D

NEW QUESTION # 64

During Sales Order processing, which fields are taken into account for route determination? Note: There are 3 correct answers to this question.

- A. The departure zone of the shipping point
- B. The shipping condition from the business partner master record of the sold-to party or ship-to party
- C. The transportation zone from the business partner master record of the sold-to party
- D. The transportation group from the material master record
- E. The loading group from the material master record

Answer: A,B,D

NEW QUESTION # 65

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