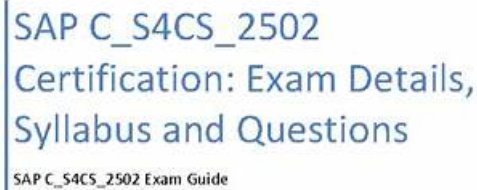


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SAP Certified - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q27-Q32):

NEW QUESTION # 27

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

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

Answer: B,D,E

NEW QUESTION # 28

You work on a Sell from Stock (B D9) process in SAP S/4HANA Cloud Public Edition. What must be created to confirm a customer's intention to buy the products?

- A. Outbound delivery
- B. Sales order
- C. Sales quotation
- D. Sales inquiry

Answer: B

NEW QUESTION # 29

What can you do with the planning apps for sales? Note: There are 2 correct answers to this question.

- A. Compare ordered, shipped, and billed amounts
- B. Calculate the sales quotation conversion rate
- C. Search, create, and update sales plans
- D. Compare planned with actual sales data

Answer: C,D

NEW QUESTION # 30

What are the roles of condition tables in SAP S/4HANA pricing? Note: There are 2 correct answers to this question.

- A. Condition tables dictate the sequence in which pricing conditions are processed in the pricing procedure.
- B. Condition tables store specific combinations of key fields, which are used to access pricing condition conditions during sales order processing.
- C. Condition tables are responsible for calculating the final price based on the combination of multiple pricing conditions.
- D. Condition tables are actual tables in the underlying database, which store the condition records based on the relevant key fields.

Answer: B,D

NEW QUESTION # 31

Which organizational element is used with the combination of sales organization and distribution channel to form a sales area?

- A. Sales group
- B. Plant

- C. Sales office
- D. Division

Answer: D

NEW QUESTION # 32

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