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SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q28-Q33):

NEW QUESTION # 28

What does Convergent Billing allow you to combine in a unique invoice?

- A. Discounts and promotional offers
- **B. Multiple services or products from different accounts**
- C. Different customer payment methods
- D. Multiple billing cycles

Answer: B

NEW QUESTION # 29

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

- **A. Division**
- B. Plant
- C. Sales group
- D. Sales office

Answer: A

NEW QUESTION # 30

During Convergent Billing (1MC), you need to combine multiple documents in a subsequent billing document. Which document item characteristics must be identical? Note: There are 2 correct answers to this question.

- A. Incoterms
- **B. Payer**
- **C. Billing date**
- D. Ship-to party

Answer: B,C

NEW QUESTION # 31

Depending on the resolution agreed with the customer, which further process steps can be automated in SAP S/4HANA Returns Management when a return order is created? Note: There are 2 correct answers to this question.

- A. Inspection of returned goods
- B. Creation of a returns delivery
- **C. Shipment of replacement goods to the customer**
- **D. Issue of a refund to the customer's account**

Answer: C,D

NEW QUESTION # 32

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

Answer: A

NEW QUESTION # 33

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