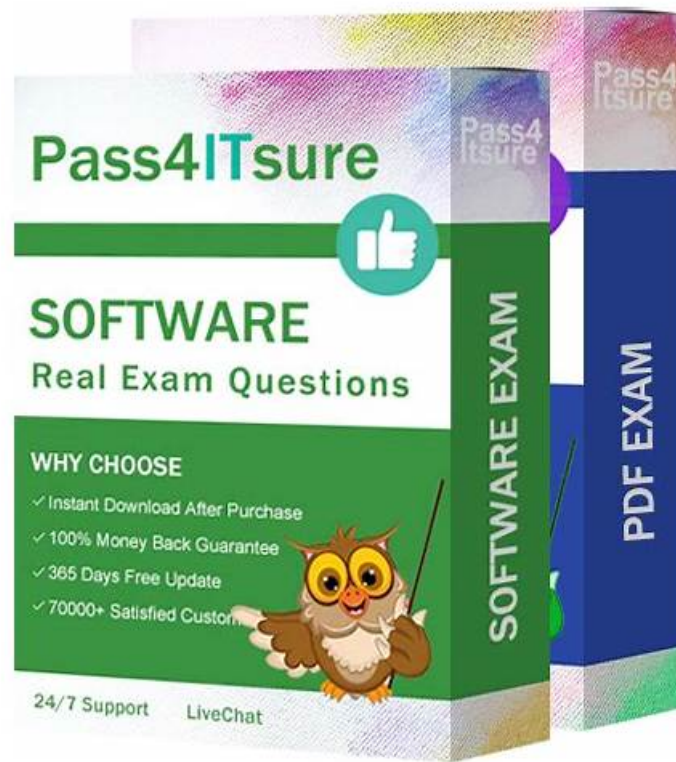


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SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q30-Q35):

NEW QUESTION # 30

Which organizational unit do you use to produce materials or provide goods and services?

- **A. Plant**
- B. Company code
- C. Sales organization
- D. Storage location

Answer: A

NEW QUESTION # 31

You have assigned a business role to an end user who has been granted access to only one specific application. While you have a day off, it turns out that the app doesn't show up on the user's launchpad.

What can the user do?

- A. Create a page and assign it to the launchpad space.
- **B. Use the search function to find the app.**
- C. Assign a launchpad space to the business role.
- D. Assign a different business role that provides access.

Answer: B

NEW QUESTION # 32

When you create a sales order item, in which sequence is the master data read to determine the delivery plant?

- A. Business partner (ship-to party)
*Material master record
*Customer-material info record
- B. Customer-material info record
*Material master record
*Business partner (ship-to party)
- C. Material master record
*Business partner (ship-to party)
*Customer-material info record
- **D. Customer-material info record**
*Business partner (ship-to party)
*Material master record

Answer: D

NEW QUESTION # 33

Which of the following documents can be used as a reference to create debit memo requests? Note: There are 2 correct answers to this question.

- **A. Billing document**
- B. Delivery document
- C. Quantity contract
- **D. Sales order**

Answer: A,D

NEW QUESTION # 34

In a predictive model for sales, what does the quotation conversion rate measure?

- A. The percentage of the net value of billing documents that was converted from quotations
- B. The percentage of the number of orders that was converted from quotations

- C. The percentage of the net value order items that was converted from quotation items
- D. The percentage of the number of order items that was converted from quotation items

Answer: C

NEW QUESTION # 35

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