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## **SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales Sample Questions (Q56-Q61):**

### **NEW QUESTION # 56**

What are the effects of posting the goods issue during a sales process? Note: There are 3 correct answers to this question.

- A. The overall status of the delivery is set to complete.
- B. The document flow is updated.
- C. The billing document can now be created.
- D. The warehouse task status is set to complete.
- E. Delivery requirements in material planning are updated.

**Answer: B,C,E**

**NEW QUESTION # 57**

Which of the following SAP S/4HANA Sales organizational unit assignments are mandatory? Note: There are 2 correct answers to this question.

- A. Division to sales organization
- B. Sales office to sales area
- C. Plant to combination of sales organization and distribution channel
- D. Sales group to sales office

**Answer: A,C**

**NEW QUESTION # 58**

Which of the following is a use case for a billing plan type?

- A. Settlement management
- B. Milestone billing
- C. Convergent billing
- D. Invoice lists

**Answer: B**

**NEW QUESTION # 59**

You want to be able to create and goods issue an outbound delivery for a stock material. What settings should you make? Note: There are 3 correct answers to this question.

- A. Set the order item category to be relevant for delivery.
- B. Define the goods movement type in the delivery item category.
- C. Set the schedule line category to be relevant for delivery.
- D. Activate schedule lines allowed in the order item category.
- E. Define the goods movement type in the schedule line category.

**Answer: B,C,D**

**NEW QUESTION # 60**

What are some of the prerequisites for the creation of a credit memo based on a credit memo request? Note: There are 2 correct answers to this question.

- A. An appropriate reason for rejection must be assigned to the original sales order item.
- B. Copying control must exist between the sales document and the billing document.
- C. The Billing Block field in the credit memo request must be empty.
- D. The billing document of the original customer invoice must be cancelled.

**Answer: A,C**

**NEW QUESTION # 61**

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