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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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