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

NEW QUESTION # 56

How do you restrict the reasons for rejection for a sales document?

- A. Assign the permitted reasons for rejection to the relevant sales document type.
- B. Specify the permitted reasons for rejection in the customer material info record.

- C. Specify the permitted reasons for rejection in the relevant customer master.
- D. Assign the permitted reasons for rejection to the relevant sales item category.

Answer: D

NEW QUESTION # 57

You are a consultant on an SAP S/4HANA Cloud brownfield project. In a meeting the customer decides to remodel an existing business process in accordance with clean core principles.

Which of the following SAP Signavio solutions can be used for the remodeling?

- A. SAP Signavio Process Manager
- B. SAP Signavio Process Intelligence
- C. SAP Signavio Process Insights
- D. SAP Signavio Process Governance

Answer: A,D

NEW QUESTION # 58

Texts are copied from a sold-to party to a sales order. Any later change to the sold-to party texts should not be visible in this order. Which object controls this behavior?

- A. Text determination procedure
- B. Text procedure assignment
- C. Access sequence
- D. Text ID

Answer: A

NEW QUESTION # 59

You want to evaluate sales discount condition records.

Which tool can you use? Note: There are 2 correct answers to this question.

- A. Price lists
- B. Manage Prices - Sales app
- C. Pricing reports
- D. Listing

Answer: A,B

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

Answer: A,C

NEW QUESTION # 61

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