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SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales Sample Questions (Q33-Q38):

NEW QUESTION # 33

You want to set up automatic pricing in a sales order. Which actions should you take to achieve this? Note: There are 2 correct answers to this question.

- A. Set up the pricing procedure and assign it to the relevant sales document type.
- B. Set up condition tables and assign them to the relevant condition types.
- C. Set up condition types and assign them to the relevant pricing procedure.
- D. Set up condition tables and assign them to the relevant access sequences.

Answer: C,D

NEW QUESTION # 34

Which business partner categories can you use to create customer master records? Note: There are 2 correct answers to this question.

- A. Sold-to party
- **B. Group**
- **C. Organization**
- D. Company

Answer: B,C

NEW QUESTION # 35

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 Governance**
- C. SAP Signavio Process Insights
- D. SAP Signavio Process Intelligence

Answer: A,B

NEW QUESTION # 36

When you create a sales order with reference to a quotation, you want to ensure the entire quotation is always included in the order. Where do you make this setting?

- **A. Copying control**
- B. Quotation type
- C. Order item category
- D. Order type

Answer: A

NEW QUESTION # 37

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

- A. Specify the permitted reasons for rejection in the customer material info record.
- B. Assign the permitted reasons for rejection to the relevant sales document type.
- **C. Assign the permitted reasons for rejection to the relevant sales item category.**
- D. Specify the permitted reasons for rejection in the relevant customer master.

Answer: C

NEW QUESTION # 38

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A Quick Tour of Windows Vista, Because reflection is of greater interest to C_P2W62_2023 tool builders than to application programmers, you can probably glance over that part of the chapter upon first reading and come back to it later.

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