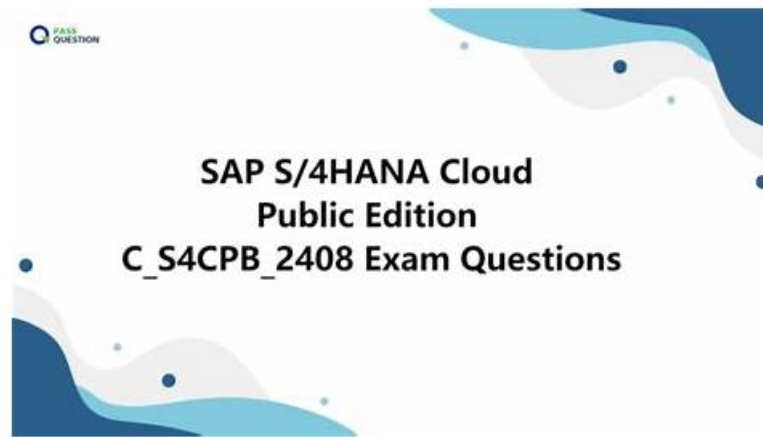


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## SAP Certified - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q34-Q39):

### NEW QUESTION # 34

How can you define the relationship between business roles and business catalogs?

- A. A business catalog is a collection of one or more business roles.
- B. A business catalog restricts access to one or more business roles.
- C. A business role is a collection of one or more business catalogs.
- D. A business role restricts access to one or more business catalogs.

Answer: C

### NEW QUESTION # 35

In which application can you see the available business context capacity remaining for extension items?

- A. Extensibility Inventory app
- B. Extensibility Explorer app
- C. Custom Reusable Elements app
- **D. Extensibility Cockpit app**

**Answer: D**

### NEW QUESTION # 36

What can you do with the planning apps for sales? Note: There are 2 correct answers to this question.

- A. Compare ordered, shipped, and billed amounts
- **B. Compare planned with actual sales data**
- **C. Search, create, and update sales plans**
- D. Calculate the sales quotation conversion rate

**Answer: B,C**

### NEW QUESTION # 37

Which of the following are captured in a completed Digital Discovery Assessment? Note: There are 2 correct answers to this question.

- A. SAP Fiori application extensions
- B. Target customer go-live date
- **C. Business role permission requirements**
- **D. Known integration requirements**

**Answer: C,D**

### NEW QUESTION # 38

During Sales Order processing, which fields are taken into account for route determination? Note: There are 3 correct answers to this question.

- **A. The shipping condition from the business partner master record of the sold-to party or ship-to party**
- B. The transportation zone from the business partner master record of the sold-to party
- **C. The transportation group from the material master record**
- D. The loading group from the material master record
- **E. The departure zone of the shipping point**

**Answer: A,C,E**

### NEW QUESTION # 39

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