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## **SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales Sample Questions (Q41-Q46):**

**NEW QUESTION # 41**

You want to process and monitor outbound deliveries. Which organizational unit supports this?

- A. Shipping point
- B. Warehouse number
- C. Plant
- D. Distribution channel

**Answer: A**

**NEW QUESTION # 42**

Which field from the material master is used in route determination in a sales order?

- A. Material freight group
- B. Weight group
- C. Loading group
- D. Transportation group

**Answer: D**

**NEW QUESTION # 43**

You normally include multiple sales orders in your outbound deliveries.

Which sales order fields would prevent this from happening if their content was different? Note: There are 3 correct answers to this question.

- A. Material group
- B. Shipping point
- C. Route
- D. Plant
- E. Ship-to party

**Answer: B,C,D**

**NEW QUESTION # 44**

When performing backorder processing, which confirmation strategies can you select? Note: There are 3 correct answers to this question.

- A. Drop
- B. Redistribute
- C. Gain
- D. Fill
- E. Obtain

**Answer: B,C,D**

**NEW QUESTION # 45**

You are using multiple address handling in a sales document.

At which levels can you assign the address determination? Note: There are 2 correct answers to this question.

- A. Partner determination procedure
- B. Generic partner function
- C. Address usage of the business partner
- D. Origin and source of the partner function

**Answer: C,D**

## NEW QUESTION # 46

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