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SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q58-Q63):

NEW QUESTION # 58

After integration requirements have been finalized, what is used to analyze, design, and document the integration strategy?

- A. Integration Solution Advisory Methodology
- B. Integration and API List
- C. SAP Cloud ALM Requirements app
- D. SAP Business Accelerator Hub

Answer: A

Explanation:

Extensibility and integration

NEW QUESTION # 59

During Convergent Billing (1MC), you need to combine multiple documents in a subsequent billing document. Which document item characteristics must be identical? Note: There are 2 correct answers to this question.

- A. Incoterms
- B. Billing date
- C. Payer
- D. Ship-to party

Answer: B,C

NEW QUESTION # 60

You are running the Sales Order Processing with Customer Down Payment (BKJ) process. Who creates the down payment request?

- A. Internal sales representative
- B. Billing clerk
- C. Shipping specialist
- D. Accounts receivable accountant

Answer: B

NEW QUESTION # 61

Which of the following documents can be used as a reference to create debit memo requests? Note: There are 2 correct answers to this question.

- A. Billing document
- B. Sales order
- C. Quantity contract
- D. Delivery document

Answer: A,B

NEW QUESTION # 62

You are working on a Sale from Stock (BD9) process in SAP S/4HANA Cloud Public Edition.

Which of the following process steps is the shipping specialist responsible for? Note: There are 2 correct answers to this question.

- A. Check the notifications
- B. Add freight costs
- C. Create outbound delivery
- D. Run Advanced Available-to-Promise

Answer: B,C

NEW QUESTION # 63

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