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SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales Sample Questions (Q38-Q43):

NEW QUESTION # 38

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

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

Answer: A

NEW QUESTION # 39

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. 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 # 40

You want to change the default description of a specific condition type for selected condition records. How can you achieve this?

Note: There are 2 correct answers to this question.

- A. Use the Creation of Pricing Lists app.
- B. Use report COND_AV.
- C. Use the Change condition (VK12) transaction.
- D. Use the Manage Prices - Sales app.

Answer: C,D

NEW QUESTION # 41

You save a sales order and receive a system message that a business partner of a specific partner function is missing. Which of the following partner functions can cause this problem? Note: There are 2 correct answers to this question.

- A. Invoicing party (11)
- B. Ordering party (1)
- C. Ship-to party (SH)
- D. Sold-to party (SP)

Answer: C,D

NEW QUESTION # 42

You want to set up a discount with a scale value (condition type K029) that is based on the material group "spare parts". The discount should be granted for all items in a sales order that are spare parts.

What do you need to set up for condition type K029 so it meets this requirement?

- A. You need to set the Condition Index indicator for condition type K029.
- B. You need to set up condition type K029 as a group condition.
- C. You need to set up condition type K029 as a header condition.
- D. You need to set the Condition Update indicator for condition type K029.

Answer: B

NEW QUESTION # 43

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