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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q13-Q18):

NEW QUESTION # 13
Which time components are used to calculate the confirmed delivery date in a sales order? Note: There are 2 correct answers to this question.

- A. Pick/pack time of the warehouse number
- B. Transportation lead time of the forwarding agent
- C. Loading time of the shipping point
- D. Transit time of the route

Answer: A,C

Explanation:
Sales Process and Analytics

NEW QUESTION # 14
Which decisions do you have to make when configuring a new delivery item category? Note: There are 2 correct answers to this question.

- A. Whether the route should be redetermined
- B. Whether a delivery should be split by warehouse number
- C. Whether a storage location should be determined
- D. Whether over-delivery is allowed

Answer: C,D

NEW QUESTION # 15
For which type of outline agreement do you determine the material from the item category?

- A. Scheduling agreement
- B. Quantity contract
- C. Condition contract
- D. Value contract

Answer: B

Explanation:
The material for an outline agreement is determined from the item category in:
C . Quantity contract: In quantity contracts, the specific materials are often defined at the item level, and the item category can determine how the material is handled within the contract.

NEW QUESTION # 16
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 Insights
- B. SAP Signavio Process Intelligence
- C. SAP Signavio Process Manager
- D. SAP Signavio Process Governance

Answer: C,D

NEW QUESTION # 17
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 Insights
- B. SAP Signavio Process Intelligence
- C. SAP Signavio Process Manager
- D. SAP Signavio Process Governance

Answer: C,D

Explanation:
Basic Functions (customizing)

NEW QUESTION # 18
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