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SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales Sample Questions (Q23-Q28):

NEW QUESTION # 23

Which controls can you set when you configure a schedule line category? Note: There are 2 correct answers to this question.

- A. Delivery relevance
- B. Create delivery group
- C. Structure scope
- D. Goods movement type

Answer: A,D

NEW QUESTION # 24

A reason for rejection has been set against a sales order item.

Why is the net value of the item still included in the total net value of the order?

- A. The item value is used statistically hence added to the net value.
- B. The update of the net value is not triggered after the rejection of the item.
- C. The reason for rejection was not assigned to the item category.
- **D. The reason for rejection does not have the appropriate configuration to exclude item value.**

Answer: D

NEW QUESTION # 25

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

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

Answer: B

NEW QUESTION # 26

Which channels are supported by SAP S/4HANA output management? Note: There are 3 correct answers to this question.

- **A. Fax**
- B. ALE
- **C. Print**
- D. XML
- **E. E-mail**

Answer: A,C,E

NEW QUESTION # 27

Which of the following SAP S/4HANA Sales organizational unit assignments are mandatory? Note: There are 2 correct answers to this question.

- A. Sales office to sales area
- **B. Division to sales organization**
- C. Sales group to sales office
- **D. Plant to combination of sales organization and distribution channel**

Answer: B,D

NEW QUESTION # 28

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