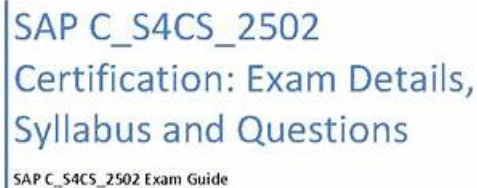


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SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q50-Q55):

NEW QUESTION # 50

When you execute the Sell from Stock (BD9) process, which criteria determine the shipping point in the sales order? Note: There are 3 correct answers to this question.

- A. The delivering plant determined or entered in the sales order item
- B. The loading group from the material master record
- C. The transportation zone from the business partner master record of the ship-to party
- D. The transportation group from the material master record
- E. The shipping condition from the business partner master record of the sold-to party or ship-to party

Answer: A,B,E

NEW QUESTION # 51

Which tasks are mandatory before you can migrate data for a specific object? Note: There are 2 correct answers to this question.

- A. Permission to migrate the data has been assigned
- B. You select the same migration method previously used for other objects
- C. All previous migration projects are in the "Finished" status
- D. Predecessor objects have been migrated

Answer: A,D

NEW QUESTION # 52

What happens to the sales order request after successfully creating a sales order?

- A. Sales Order Request is Archived
- B. Sales Order Request is non-editable
- C. Sales Order Request is deleted
- D. Sales Order Request is editable

Answer: C

NEW QUESTION # 53

What determines the plan layout in the Planning Apps for Sales (100) scope item? Note: There are 2 correct answers to this question.

- A. Dimensions defined by the user
- B. Versions defined by the user
- C. Attributes defined by the user
- D. Plan data defined by the user

Answer: A,C

NEW QUESTION # 54

How does an implementation consultant support customer experts during Fit-to-Standard workshops? Note: There are 2 correct answers to this question.

- A. Determine set up instructions for customer-driven integrations.
- B. Highlight areas that require configuration or customization decisions.

- **C. Demonstrate SAP Best Practice business processes in the starter system**
- D. Conduct end-user training on active scope items.

Answer: B,C

NEW QUESTION # 55

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