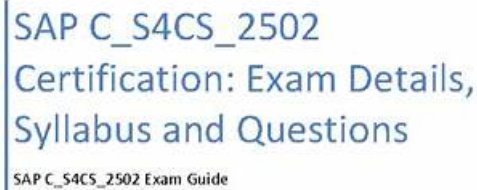


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## SAP Certified - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q60-Q65):

### NEW QUESTION # 60

Each access within an access sequence contains an 'Exclusive' indicator. What is the effect of setting this field?

- A. If the system finds a valid condition record using the table in that access, it will continue to search further down the access sequence for that condition type, but will then exclusively use the best price found.
- B. If the system finds a valid condition record using the table in that access, it will stop searching any further down the access sequence for that condition type. This ensures that the first record found is used.
- C. If the system finds a valid condition record using the table in that access, it will exclude that record and continue to search further down the access sequence for that condition type.
- D. If the system finds a valid condition record using the table in that access, it will use this condition record and not process any further condition types in the pricing procedure.

**Answer: B**

### NEW QUESTION # 61

You work on a Sell from Stock (B D9) process in SAP S/4HANA Cloud Public Edition. What must be created to confirm a customer's intention to buy the products?

- A. Sales order
- B. Outbound delivery
- C. Sales quotation
- D. Sales inquiry

**Answer: A**

### NEW QUESTION # 62

Which of the following analyses can you create from the Manage KPIs and Reports app? Note: There are 3 correct answers to this question.

- A. Review Booklets
- B. SAC Stories
- C. Lumira Dashboards
- D. Object Views
- E. Multidimensional Reports

**Answer: A,C,E**

### NEW QUESTION # 63

In which of the following systems do you access your assigned process tasks from the SAP Activate Roadmap of SAP S/4HANA Cloud Public Edition (3-system landscape)?

- A. SAP Cloud ALM for Operations
- B. SAP Central Business Configuration
- C. SAP Cloud ALM for Service
- D. SAP Cloud ALM for Implementation

**Answer: B**

### NEW QUESTION # 64

Which organizational element is used with the combination of sales organization and distribution channel to form a sales area?

- A. Division
- B. Plant
- C. Sales office
- D. Sales group

**Answer: A**

## NEW QUESTION # 65

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