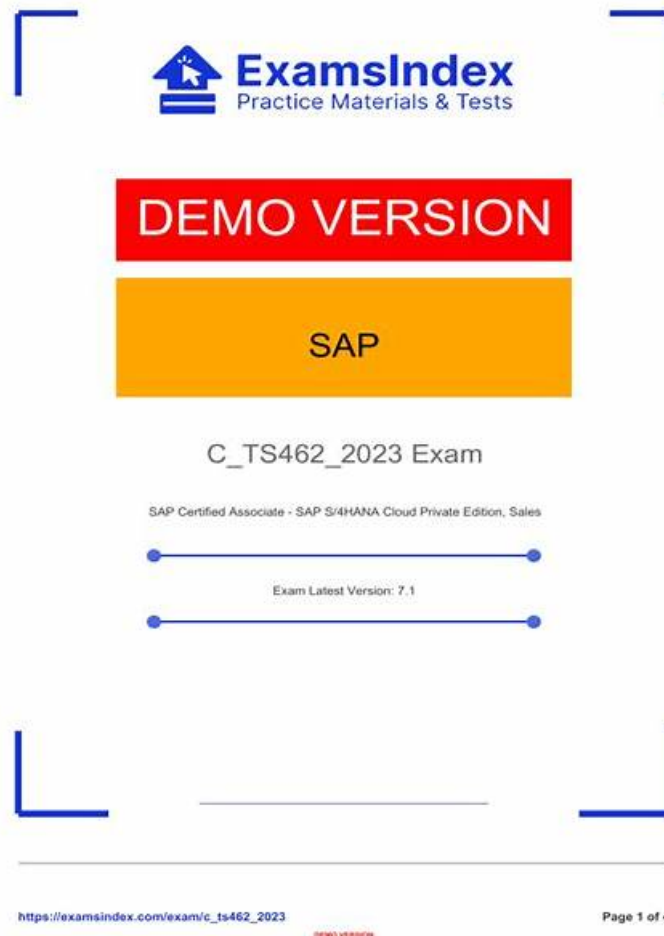


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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q49-Q54):

NEW QUESTION # 49

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

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

Answer: A,D,E

Explanation:

Basic Functions (customizing)

NEW QUESTION # 50

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. Structure scope
- **C. Goods movement type**
- D. Create delivery group

Answer: A,C

NEW QUESTION # 51

Which of the following is a use case for a billing plan type?

- A. Settlement management
- **B. Milestone billing**
- C. Invoice lists
- D. Convergent billing

Answer: B

Explanation:

Organizational Structures

NEW QUESTION # 52

You want to set up automatic pricing in a sales order. Which actions should you take to achieve this? Note: There are 2 correct answers to this question.

- A. Set up the pricing procedure and assign it to the relevant sales document type.
- **B. Set up condition tables and assign them to the relevant access sequences.**
- C. Set up condition tables and assign them to the relevant condition types.
- **D. Set up condition types and assign them to the relevant pricing procedure.**

Answer: B,D

NEW QUESTION # 53

When a user creates a sales order with reference to a quotation, a header text must be automatically copied from the sold-to party if

it cannot be found in quotation. If it is copied from the sold-to party, it must be in the sold-to party language.
What must you do? Note: There are 3 correct answers to this question.

- **A. Include the text type with an appropriate access sequence in the text determination procedure.**
- **B. In the access sequence, set the partner function language for this text to "sold-to party".**
- C. Ensure that the access sequence reads the sold-to party text first.
- **D. Assign the text determination procedure to the sales document type.**
- E. Assign an appropriate text type to the sales document type.

Answer: A,B,D

NEW QUESTION # 54

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