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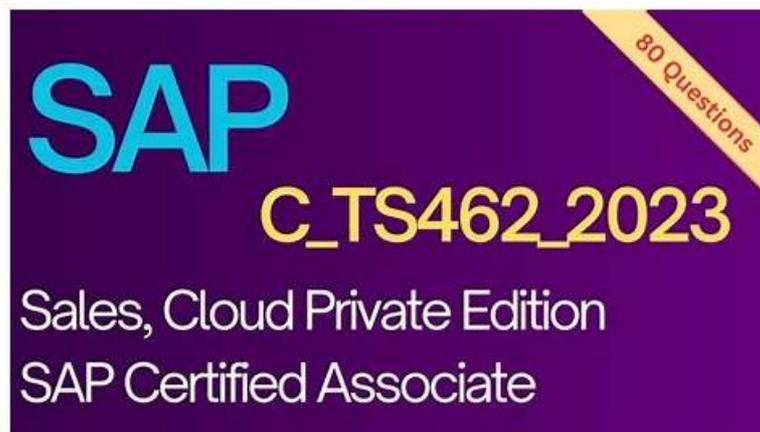

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q24-Q29):

NEW QUESTION # 24
Which of the following SAP S/4HANA Sales organizational unit assignments are mandatory? Note: There are 2 correct answers to this question.

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

Answer: A,C

NEW QUESTION # 25
You sell a product for which there is a bill of material.
What must you set to ensure that the components automatically appear as sub-items in the order?

- A. The delivery group in the item category of the sub-item
- B. The structure scope in the item category of the main item
- C. The material entry type in the sales document type
- D. The item usage during the item category determination of each sub-item

Answer: B

NEW QUESTION # 26
When performing backorder processing, which confirmation strategies can you select? Note: There are 3 correct answers to this question.

- A. Redistribute
- B. Gain
- C. Fill
- D. Drop
- E. Obtain

Answer: A,B,C

Explanation:
Sales Process and Analytics

NEW QUESTION # 27
Which channels are supported by SAP S/4HANA output management? Note: There are 3 correct answers to this question.

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

Answer: A,B,D

NEW QUESTION # 28
You want to set up a discount with a scale value (condition type K029) that is based on the material group "spare parts". The discount should be granted fo all items in a sales order that are spare parts.
What do you need to set up for condition type K029 so it meets this requirement?

- A. You need to set up condition type K029 as a header condition.
- B. You need to set up condition type K029 as a group condition.
- C. You need to set the Condition Update indicator for condition type K029.
- D. You need to set the Condition Index indicator for condition type K029.

Answer: B

NEW QUESTION # 29
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