

# C-P2W62-2023 100% Accuracy | C-P2W62-2023 Passguide



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### SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales Sample Questions (Q61-Q66):

#### NEW QUESTION # 61

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**

#### NEW QUESTION # 62

Which of the following are characteristics of an invoice list process? Note: There are 2 correct answers to this question.

- A. You use preliminary billing documents for the invoice list creation.
- B. You must set up a periodic billing plan for the invoice list creation.
- **C. You must send the payer a single invoice list instead of the individual invoices.**
- **D. You must create an invoice list at specified time intervals or on specific dates.**

**Answer: C,D**

#### NEW QUESTION # 63

A new plant has been defined in your SAP S/4HANA system.

To which organizational element do you assign this new plant for it to be an allowed delivering plant for sales orders?

- A. Distribution channel
- **B. Warehouse number**
- C. Distribution chain.
- D. Division

**Answer: B**

#### NEW QUESTION # 64

You want to be able to create and goods issue an outbound delivery for a stock material.  
What settings should you make? Note: There are 3 correct answers to this question.

- A. Define the goods movement type in the schedule line category.
- **B. Define the goods movement type in the delivery item category.**
- **C. Set the schedule line category to be relevant for delivery.**
- D. Set the order item category to be relevant for delivery.
- **E. Activate schedule lines allowed in the order item category.**

**Answer: B,C,E**

#### **NEW QUESTION # 65**

What are some features of the Sales Order Fulfillment Issues app? Note: There are 2 correct answers to this question.

- A. Icons and colors are used in the app to represent different types of issues.
- B. The app shows cost simulations for all possible order fulfillment scenarios.
- **C. The app allows a user to monitor sales orders in critical stages and efficiently address issues.**
- **D. The process flow can be used to directly resolve issues as quickly as possible.**

**Answer: C,D**

#### **NEW QUESTION # 66**

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