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## SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q77-Q82):

### NEW QUESTION # 77

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

- A. Determine set up instructions for customer-driven integrations.
- B. Conduct end-user training on active scope items.
- C. Demonstrate SAP Best Practice business processes in the starter system.
- D. Highlight areas that require configuration or customization decisions.

Answer: C,D

### NEW QUESTION # 78

Which steps are part of the Sales Processing using Third-Party without Shipping Notification (BDK) process? Note: There are 3 correct answers to this question.

- A. Create billing document
- B. Enter vendor invoice
- C. Create outbound delivery
- D. Approve and release purchase order
- E. Create inbound delivery

Answer: A,B,D

### NEW QUESTION # 79

When configuring pricing, which controls and settings are available in the definition of condition types? Note: There are 3 correct answers to this question.

- A. Access Sequence
- B. Condition Table
- C. Calculation Type
- D. Condition Class
- E. Account Key

Answer: A,C,D

### NEW QUESTION # 80

During Convergent Billing (IMC), you need to combine multiple documents in a subsequent billing document. Which document item characteristics must be identical? Note: There are 2 correct answers to this question.

- A. Billing date
- B. Incoterms
- C. Ship-to party
- D. Payer

Answer: A,D

### NEW QUESTION # 81

In a predictive model for sales, what does the quotation conversion rate measure?

- A. The percentage of the number of orders that was converted from quotations
- B. The percentage of the net value order items that was converted from quotation items
- C. The percentage of the number of order items that was converted from quotation items

- D. The percentage of the net value of billing documents that was converted from quotations

**Answer: B**

## NEW QUESTION # 82

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