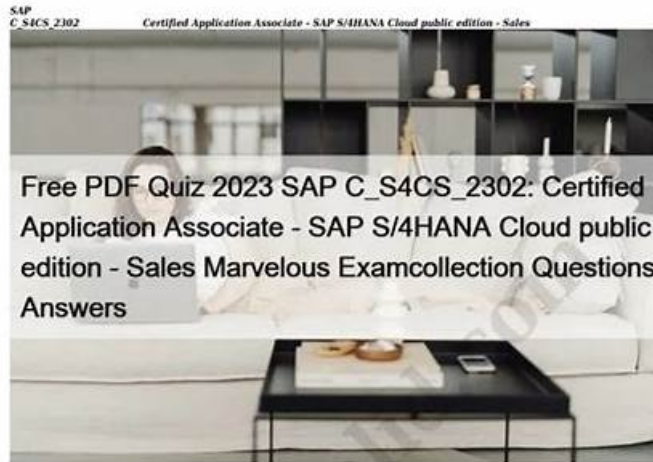


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## SAP Certified - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q10-Q15):

### NEW QUESTION # 10

What is the correct release code for the second feature delivery in February 2025?

- A. 2025.2.2
- B. 2502.2
- C. 0
- D. 2025.2

**Answer: D**

### NEW QUESTION # 11

You need to request and manage a customer down payment.

What action do you perform during sales order entry?

- A. Mark the down payment checkbox at item level.
- B. Enter an appropriate item in the billing plan of the sales order.
- C. Enter a specific condition in the pricing procedure of the sales order.
- D. Create a sales order with a dedicated order type.

**Answer: B**

### NEW QUESTION # 12

What are the main steps in the free of charge delivery process? Note: There are 2 correct answers to this question.

- A. Create sales order
- B. Create outbound delivery
- C. Confirm proof of delivery
- D. Perform delivery split

**Answer: A,B**

### NEW QUESTION # 13

Which levels constitute the structure of a sales order?

- A. Sales organization, Distribution channel, Division
- B. Order, Delivery, Billing
- C. Customer, Material, Inventory
- D. Header, Item, Schedule line

**Answer: D**

### NEW QUESTION # 14

In SAP Advanced Intercompany Sales, which document acts as the leading object and is relevant for MRP (material requirements planning) and ATP (available to promise) checks?

- A. Intercompany sales order (S04)
- B. Outbound delivery created in the delivering company
- C. Original sales order (S02)
- D. Purchase order placed on the delivering company (P03)

**Answer: C**

