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SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales Sample Questions (Q26-Q31):

NEW QUESTION # 26

You want to determine the item category in a sales document.

What do you need to consider? Note: There are 2 correct answers to this question.

- A. The sales organization
- B. The material master data
- C. The higher-level item
- D. The customer master data

Answer: B,C

NEW QUESTION # 27

Which of the following settings are required to be able to deliver a product? Note: There are 2 correct answers to this question.

- A. You need to set up the item category as relevant for delivery-related billing.
- **B. You need to set up copying control in Logistics Execution System for the item category.**
- C. You need to set the Item Relevant for Delivery indicator in the item category.
- **D. You need to set the Schedule Lines Allowed indicator in the item category.**

Answer: B,D

NEW QUESTION # 28

You want to process and monitor outbound deliveries. Which organizational unit supports this?

- **A. Shipping point**
- B. Distribution channel
- C. Warehouse number
- D. Plant

Answer: A

NEW QUESTION # 29

Which field from the material master is used in route determination in a sales order?

- A. Weight group
- **B. Transportation group**
- C. Material freight group
- D. Loading group

Answer: B

NEW QUESTION # 30

Which of the following is a prerequisite for billing?

- A. You need an billing item category that is configured to be billing relevant.
- B. You need a billing type that is configured to be billing relevant.
- C. You need a sales document type that is configured to be billing relevant.
- **D. You need an order item category that is configured to be billing relevant.**

Answer: D

NEW QUESTION # 31

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Sharpen key ScrumMaster cognitive strategies and core competencies, It is not my C-P2W62-2023 intent to add to that literature, but to bring the reader the good news: Much has been learned about leading software organizations in the last four decades.

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