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SAP Certified - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q76-Q81):

NEW QUESTION # 76

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

NEW QUESTION # 77

You execute the Sell from Stock (BD9) process.
At which process step is the billing due list updated?

- A. Create delivery
- B. Execute picking
- **C. Post goods issue**
- D. Proof of delivery

Answer: C

NEW QUESTION # 78

In which application can you see the available business context capacity remaining for extension items?

- A. Custom Reusable Elements app
- **B. Extensibility Cockpit app**
- C. Extensibility Inventory app
- D. Extensibility Explorer app

Answer: B

NEW QUESTION # 79

Which of the following activities are completed in the Realize phase of the SAP Activate Methodology? Note: There are 2 correct answers to this question.

- **A. Set up manual test cases in SAP Cloud ALM**
- B. Demonstrate where to find business process documentation
- **C. Enter configuration values in SAP Central Business Configuration**
- D. Gather perceived change impact feedback

Answer: A,C

NEW QUESTION # 80

Which fields in the Sales Order Request are header-level? Note: There are 3 correct answers to this question.

- **A. Purchase Order Number**
- **B. Sales Order Type**
- C. Product
- **D. Sales Organization**
- E. Requested Quantity

Answer: A,B,D

NEW QUESTION # 81

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