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SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales Sample Questions (Q12-Q17):

NEW QUESTION # 12
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. Set the schedule line category to be relevant for delivery.
- B. Define the goods movement type in the schedule line category.
- C. Activate schedule lines allowed in the order item category.
- D. Set the order item category to be relevant for delivery.
- E. Define the goods movement type in the delivery item category.

Answer: A,C,E

NEW QUESTION # 13
What settings should you make to ensure precise scheduling is used when the system performs delivery scheduling? Note: There are 3 correct answers to this question.

- A. Assign a shift sequence to the working times.
- B. Assign a set of working times to the shipping point.
- C. Maintain shifts defining the times for starting and ending work.
- D. Assign a set of working times to the plant.
- E. Maintain the transit time in the route in hours and minutes.

Answer: B,C,E

NEW QUESTION # 14
The delivering plant should be determined automatically for a sales order item.
Which master data sources can be used to achieve this? Note: There are 3 correct answers to this question.

- A. Ship-to party
- B. Customer material info record
- C. Material master
- D. Material determination
- E. Sold-to party

Answer: B,C,E

NEW QUESTION # 15
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 # 16
When a user creates a sales order with reference to a quotation, a header text must be automatically copied from the sold-to party if it cannot be found in quotation. If it is copied from the sold-to party, it must be in the sold-to party language.
What must you do? Note: There are 3 correct answers to this question.

- A. Include the text type with an appropriate access sequence in the text determination procedure.

- B. Assign the text determination procedure to the sales document type.
- C. In the access sequence, set the partner function language for this text to "sold-to party".
- D. Assign an appropriate text type to the sales document type.
- E. Ensure that the access sequence reads the sold-to party text first.

Answer: B,C,D

NEW QUESTION # 17

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