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SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales Sample Questions (Q17-Q22):

NEW QUESTION # 17

What are some characteristics of the process flow in SAP S/4HANA? Note: There are 2 correct answers to this question.

- A. Color coding is used to indicate the status of a document.
- B. The process flow supports direct navigation to applications that can be used to solve problems.
- C. Issue solving is supported by a wizard based on machine learning (ML).
- D. The status of a document is updated using artificial intelligence (AI) algorithms.

Answer: B,D

NEW QUESTION # 18

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. Material determination
- B. Material master

- C. Customer material info record
- D. Ship-to party
- E. Sold-to party

Answer: B,C,E

NEW QUESTION # 19

Which fields are used in the determination of the shipping point? Note: There are 3 correct answers to this question.

- A. Transportation group
- B. Plant
- C. Shipping conditions
- D. Sales document type
- E. Loading group

Answer: B,C,E

NEW QUESTION # 20

You want to set up automatic pricing in a sales order. Which actions should you take to achieve this? Note: There are 2 correct answers to this question.

- A. Set up condition tables and assign them to the relevant condition types.
- B. Set up the pricing procedure and assign it to the relevant sales document type.
- C. Set up condition tables and assign them to the relevant access sequences.
- D. Set up condition types and assign them to the relevant pricing procedure.

Answer: C,D

NEW QUESTION # 21

You want to evaluate sales discount condition records.

Which tool can you use? Note: There are 2 correct answers to this question.

- A. Manage Prices - Sales app
- B. Price lists
- C. Pricing reports
- D. Listing

Answer: A,B

NEW QUESTION # 22

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