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SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales Sample Questions (Q51-Q56):

NEW QUESTION # 51

You are a consultant on an SAP S/4HANA Cloud greenfield project. As part of their clean core journey, the customer must analyze the current IT landscape to eliminate redundant systems and establish an efficient architectural design. Which of the following can you use to do the analysis?

- A. SAP Best Practices
- B. SAP Solution Manager
- C. Lean IX
- D. SAP Cloud ALM

Answer: A

NEW QUESTION # 52

You maintain a sales order with several items and apply a manual freight charge. The system should automatically distribute the freight charge among the items based on the net value.

What do you need to do?

- A. Set up the freight charge as a header condition.
- **B. Set up condition type groups for the freight charge.**
- C. Set up calculation type B (fixed amount) for the freight charge.
- D. Assign a group condition routine to the freight charge.

Answer: B

NEW QUESTION # 53

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

Answer: B,C

NEW QUESTION # 54

What are the effects of posting the goods issue during a sales process? Note: There are 3 correct answers to this question.

- **A. The document flow is updated.**
- B. The warehouse task status is set to complete.
- **C. The billing document can now be created.**
- **D. Delivery requirements in material planning are updated.**
- E. The overall status of the delivery is set to complete.

Answer: A,C,D

NEW QUESTION # 55

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

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

Answer: D

NEW QUESTION # 56

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