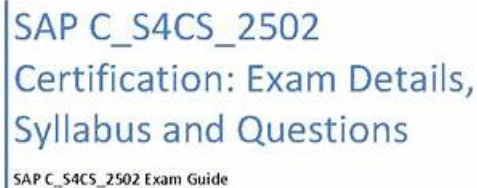


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SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q43-Q48):

NEW QUESTION # 43

You are working on a Lean Customer Returns (BDD) process in SAP S/4HANA Cloud Public Edition.

What do you create during the customer returns process?

Note: There are 3 correct answers to this question.

- A. Billing block
- B. Delivery
- **C. Billing document**
- D. Return order
- E. Inspection lot

Answer: C

NEW QUESTION # 44

Based on the SAP Activate methodology, which activities must you perform in the Explore phase?

Note: There are 2 correct answers to this question.

- **A. Use the Test system to demonstrate SAP Best Practice processes.**
- B. Define the organizational structure and chart of accounts.
- **C. Conduct the Fit-to-Standard analysis to gather configuration values.**
- D. Conduct the Digital Discovery Assessment to identify extension requirements.

Answer: A,C

NEW QUESTION # 45

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. Outbound delivery created in the delivering company
- **B. Original sales order (S02)**
- C. Intercompany sales order (S04)
- D. Purchase order placed on the delivering company (P03)

Answer: B

NEW QUESTION # 46

What have SAP S/4HANA Cloud Business Workflows been designed for? Note: There are 3 correct answers to this question.

- **A. To create business processes with a high number of people involved in a pre-defined sequence**
- B. To create very simple release or approval procedures
- **C. To create standard procedures from SAP Signavio Process Navigator**
- **D. To create complex, repeated work processes with iterative cycles**
- E. To create cross-product workflow procedures

Answer: A,C,D

NEW QUESTION # 47

What is the difference between the Free of Charge Delivery process and the Sell from Stock process?

- A. Delivery document type

- B. Picking document type
- **C. Sales document type**
- D. Billing type

Answer: C

NEW QUESTION # 48

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