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## **SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q24-Q29):**

#### NEW QUESTION # 24

You want to use billing as part of the sales process. Which organizational units must be configured?

Note: There are 2 correct answers to this question.

- A. Profit center
- B. Business area
- C. Sales organization
- D. Company code

**Answer: C,D**

Explanation:

Organizational Structures

#### NEW QUESTION # 25

Which setting differs between Free of Charge Delivery (FD) and Subsequent Delivery Free of Charge (SD)?

- A. The delivery block setting
- B. The reference mandatory setting
- C. The item category setting
- D. The billing type setting

**Answer: D**

Explanation:

The setting that differs between Free of Charge Delivery (FD) and Subsequent Delivery Free of Charge (SD) is:

D . The billing type setting: This determines how the delivery is processed in billing, which can vary significantly between FD and SD, reflecting the different nature of these deliveries.

#### NEW QUESTION # 26

When performing backorder processing, which confirmation strategies can you select? Note: There are 3 correct answers to this question.

- A. Redistribute
- B. Gain
- C. Obtain
- D. Fill
- E. Drop

**Answer: A,B,D**

#### NEW QUESTION # 27

You want to automatically supply your customers with an alternative material if the ordered material is not available. How would you do this?

- A. Create a material listing that includes both the ordered and substitution materials.
- B. Create an assortment module that determines the permitted substitution materials.
- C. Create a material determination record with an appropriate substitution reason.
- D. Ensure all affected orders are included in a backorder processing run.

**Answer: C**

Explanation:

To automatically supply customers with an alternative material if the ordered material is not available, you would:

C . Create a material determination record with an appropriate substitution reason: Material determination allows you to automatically replace requested materials with alternatives under specified conditions.

## NEW QUESTION # 28

In your pricing procedure you have several condition types for a price such as PROO, PR02, PN00 and HM00. Only one of these prices is taken into account. Which setting causes this behavior?

- A. Condition class
- B. Condition function
- C. Header condition
- **D. Exclusion indicator**

**Answer: D**

Explanation:

In SAP S/4HANA, a pricing procedure determines how pricing conditions (e.g., PROO, PR02, PN00, HM00) are applied to calculate the final price in a sales document, such as a sales order. The question states that only one of several condition types for a price is taken into account, meaning that only one price condition is selected or applied, while the others are ignored. This behavior is controlled by the Exclusion indicator in the pricing procedure configuration.

Let's break down the question and analyze each option to understand why the Exclusion indicator is the correct choice:

Understanding Pricing in SAP S/4HANA

\* A pricing procedure is a sequence of steps that determines how prices, discounts, surcharges, and taxes are calculated in a sales document.

\* Condition types (e.g., PROO, PR02, PN00, HM00) represent individual pricing elements, such as base prices, promotional prices, or net prices. Each condition type has specific settings that control its behavior.

\* When multiple condition types for prices exist in a pricing procedure (e.g., multiple price conditions), SAP allows configuration to ensure only one price is applied to avoid conflicts or double pricing.

\* The question implies that the system selects only one price condition from PROO, PR02, PN00, or HM00, which suggests a mechanism is in place to exclude the others.

Analysis of Options

\* A. Condition function:

\* The Condition function is not a standard term in SAP S/4HANA pricing configuration. It may refer to the role of a condition type (e.g., price, discount, surcharge), but it is not a specific setting that controls whether only one condition is applied. Instead, the condition function is determined by settings like the condition class and calculation type, which define the purpose and calculation logic of a condition type.

\* Why incorrect: There is no "Condition function" setting that directly causes only one price condition to be selected among multiple price conditions.

\* B. Exclusion indicator:

\* The Exclusion indicator is a setting in the pricing procedure configuration that controls condition type exclusivity. It is used to define condition exclusion groups, which determine which condition types are mutually exclusive. If multiple price condition types (e.g., PROO, PR02, PN00, HM00) are assigned to an exclusion group, the system applies a rule (e.g., selecting the condition with the best price, most specific condition, or first valid condition) to ensure only one condition is active.

\* In SAP, condition exclusion is configured via condition exclusion groups (transaction V/08 or SPRO > Sales and Distribution > Basic Functions > Pricing > Condition Exclusion). For example:

\* You create an exclusion group and assign condition types PROO, PR02, PN00, and HM00 to it.

\* You define an exclusion rule, such as "select the condition with the lowest price" or "select the first valid condition."

\* During pricing, the system evaluates the conditions in the exclusion group and applies only one based on the rule, deactivating the others.

\* This mechanism perfectly explains the behavior described in the question, where only one price condition is taken into account.

\* Why correct: The Exclusion indicator (via condition exclusion groups) ensures that only one of the price condition types is applied, based on the defined exclusion rule.

\* C. Condition class:

\* The Condition class is a setting in the condition type configuration (transaction V/06) that categorizes the condition type's purpose, such as:

\* B: Prices (e.g., PROO, PR02 for base prices).

\* A: Discounts or surcharges.

\* C: Taxes, etc.

\* While the condition class determines whether a condition is treated as a price, discount, or tax, it does not control whether multiple price conditions are mutually exclusive. For example, multiple condition types can have the condition class "B" (Prices) and still coexist unless an exclusion rule is applied.

\* Why incorrect: The Condition class defines the type of condition but does not enforce the selection of only one price condition among multiple price conditions.

\* D. Header condition:

\* A Header condition is a setting in the condition type configuration that determines whether a condition is applied at the header level

(affecting the entire document) or the item level (affecting specific items). For example, a header condition might apply a flat surcharge to the entire sales order, while item conditions like PROO or PR02 apply to specific materials.

\* While header conditions affect how a condition is applied, they do not control whether only one price condition is selected from multiple price conditions at the item level.

\* Why incorrect: The Header condition setting is unrelated to ensuring that only one price condition (e.g., PROO, PR02, PN00, or HM00) is applied.

Why Exclusion Indicator is the Correct Choice

\* The Exclusion indicator is part of the condition exclusion configuration in the pricing procedure. It is used to manage scenarios where multiple price condition types (e.g., PROO for standard price, PR02 for promotional price, PN00 for net price, HM00 for manual price) are defined, but only one should be applied to avoid conflicting prices.

\* For example:

\* In the pricing procedure (transaction V/08), you define a condition exclusion group and assign PROO, PR02, PN00, and HM00 to it.

\* You set an exclusion rule, such as:

\* Rule A: Select the condition with the lowest price.

\* Rule B: Select the condition with the highest price.

\* Rule C: Select the first valid condition in the sequence.

\* During sales order processing, the system evaluates the conditions in the exclusion group, applies the rule, and deactivates all other conditions in the group, ensuring only one price is used.

\* This is a common setup in SAP S/4HANA to handle scenarios with multiple price conditions, such as standard prices, promotional prices, or customer-specific prices, ensuring clarity and consistency in pricing.

Practical Context

\* In the SAP system, condition exclusion is configured in the following path:

\* SPRO > Sales and Distribution > Basic Functions > Pricing > Condition Exclusion > Condition Exclusion for Groups of Conditions.

\* Alternatively, use transaction VOK8 to maintain condition exclusion groups and assign condition types.

\* During sales order creation, the system checks the pricing procedure, identifies the exclusion group, and applies the exclusion rule to select one condition type (e.g., PROO) while deactivating others (e.g., PR02, PN00, HM00).

\* For example, if PROO has a price of \$100, PR02 has \$90, and the exclusion rule is "select the lowest price," the system will apply PR02 and exclude the others.

Why Other Options Don't Fit

\* Condition function: Not a standard SAP term or setting for controlling exclusivity.

\* Condition class: Defines the type of condition (e.g., price vs. discount) but doesn't manage exclusivity between multiple price conditions.

\* Header condition: Controls the level of application (header vs. item) but doesn't determine which price condition is selected.

## NEW QUESTION # 29

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