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SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q41-Q46):

NEW QUESTION # 41

During Convergent Billing (1MC), you need to combine multiple documents in a subsequent billing document. Which document item characteristics must be identical? Note: There are 2 correct answers to this question.

- A. Payer
- B. Billing date

- C. Incoterms
- D. Ship-to party

Answer: A,B

NEW QUESTION # 42

You save a sales order in Sales Processing using Third-Party without Shipping Notification (BDK). What is automatically created for each relevant third party?

- A. Billing document
- **B. Purchase requisition**
- C. Purchase order
- D. Delivery

Answer: B

NEW QUESTION # 43

Which organizational unit represents an independent accounting unit?

- A. Distribution Channel
- B. Sales Organization
- C. Division
- **D. Company Code**

Answer: D

NEW QUESTION # 44

You are working on a Debit Memo Processing (1F1) process in SAP S/4HANA Cloud Public Edition. Which business role creates the debit memo request?

- A. Billing clerk
- B. Sales manager
- C. Accounts payable accountant
- **D. Internal sales representative**

Answer: D

NEW QUESTION # 45

You evaluate a predictive model.

What is the value range of predictive power and prediction confidence?

- A. From 0 to 1000
- **B. From 0 to 1**
- C. From 0 to 100
- D. From 0 to 10

Answer: B

NEW QUESTION # 46

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