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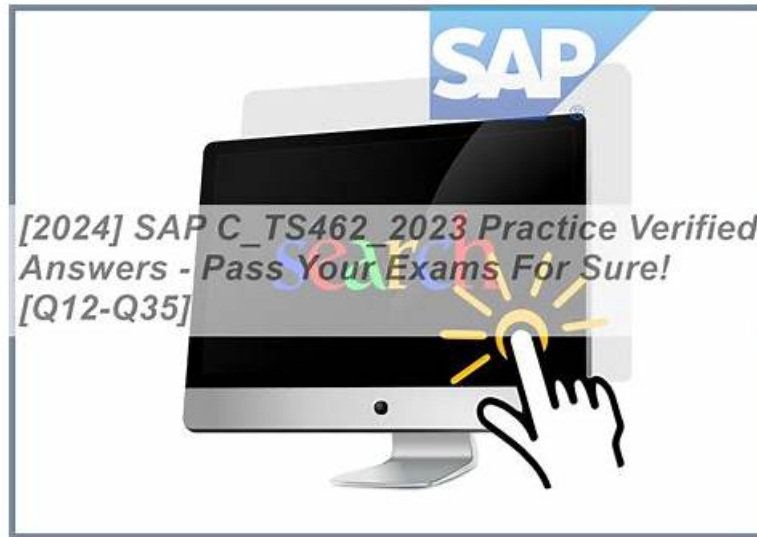
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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q28-Q33):

NEW QUESTION # 28
You are configuring the organizational structure in your system. Which assignments are possible? Note: There are 3 correct answers to this question.

- A. Assign multiple loading points to a plant.
- B. Assign multiple plants to one company code.

- C. Assign a shipping point to multiple plants.
- D. Assign multiple distribution channels to one company code.
- E. Assign a plant to multiple sales organizations/distribution channels.

Answer: B,C,E

NEW QUESTION # 29
You want to be able to enter a special price in a sales order for a certain customer that should ignore all applicable discounts. How can you achieve this?

- A. Activate the Condition Update indicator in the condition records for the special price.
- B. Create a condition record for a customer-specific price.
- C. Set the Exclusion indicator in the condition records for all discounts.
- D. Set the Exclusion indicator in the condition record for the special price.

Answer: D

Explanation:
To enter a special price in a sales order for a certain customer that should ignore all applicable discounts, you can:
D . Set the Exclusion indicator in the condition record for the special price: This ensures that when the special price condition is applied, other discount conditions are excluded for the calculation.

NEW QUESTION # 30
You normally include multiple sales orders in your outbound deliveries. Which sales order fields would prevent this from happening if their content was different? Note: There are 3 correct answers to this question.

- A. Ship-to party
- B. Delivery date
- C. Material group
- D. Plant
- E. Incoterms

Answer: A,D,E

Explanation:
Fields that would prevent the inclusion of multiple sales orders in a single outbound delivery if their content was different include:
A . Ship-to party: Different ship-to parties generally require separate deliveries.
C . Plant: Goods for a delivery must come from a single plant.
D . Incoterms: Different shipping terms can necessitate separate deliveries due to varying shipping conditions.

NEW QUESTION # 31
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 access sequences.
- B. Set up condition tables and assign them to the relevant condition types.
- C. Set up the pricing procedure and assign it to the relevant sales document type.
- D. Set up condition types and assign them to the relevant pricing procedure.

Answer: A,D

NEW QUESTION # 32
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. Assign a group condition routine to the freight charge.
- B. Set up condition type groups for the freight charge.
- C. Set up calculation type B (fixed amount) for the freight charge.
- D. Set up the freight charge as a header condition.

Answer: B

NEW QUESTION # 33

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