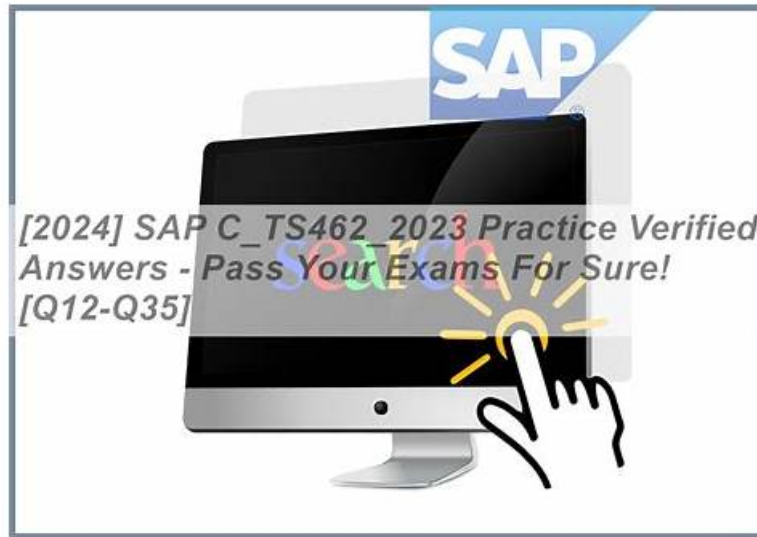


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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q39-Q44):

NEW QUESTION # 39

Which documents can only be created with reference to a billing document? Note: There are 2 correct answers to this question.

- A. Debit memo request
- B. Returns order
- C. Invoice cancellation
- D. Invoice correction request

Answer: C,D

Explanation:
Sales Process and Analytics

NEW QUESTION # 40

What are some of the prerequisites for the creation of a credit memo based on a credit memo request? Note: There are 2 correct answers to this question.

- A. The billing document of the original customer invoice must be cancelled.
- B. The Billing Block field in the credit memo request must be empty.
- C. An appropriate reason for rejection must be assigned to the original sales order item.
- D. Copying control must exist between the sales document and the billing document.

Answer: B,C

NEW QUESTION # 41

You want to be able to create and goods issue an outbound delivery for a stock material. What settings should you make? Note: There are 3 correct answers to this question.

- A. Define the goods movement type in the delivery item category.
- B. Activate schedule lines allowed in the order item category.
- C. Define the goods movement type in the schedule line category.
- D. Set the schedule line category to be relevant for delivery.
- E. Set the order item category to be relevant for delivery.

Answer: B,C,D

NEW QUESTION # 42

Which time components are used to calculate the confirmed delivery date in a sales order? Note: There are 2 correct answers to this question.

- A. Pick/pack time of the warehouse number
- B. Transportation lead time of the forwarding agent
- C. Transit time of the route
- D. Loading time of the shipping point

Answer: A,D

NEW QUESTION # 43

You want to evaluate sales discount condition records.

Which tool can you use?

Note: There are 2 correct answers to this question.

- A. Price lists
- B. Listing
- C. Manage Prices - Sales app
- D. Pricing reports

Answer: C,D

Explanation:

To evaluate sales discount condition records, you can use:

B . Pricing reports: Pricing reports in SAP allow you to analyze various pricing conditions, including sales discounts. These reports can provide detailed information about condition records, their application in sales documents, and how they influence final pricing.

D . Manage Prices - Sales app: In SAP S/4HANA, the "Manage Prices - Sales" app is a Fiori application that provides a user-friendly interface for managing and evaluating pricing conditions, including discounts. This app allows you to view, create, and edit condition records directly, offering a convenient way to assess the impact of sales discounts.

NEW QUESTION # 44

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






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