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### SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales Sample Questions (Q23-Q28):

#### NEW QUESTION # 23

You want to process and monitor outbound deliveries. Which organizational unit supports this?

- A. Distribution channel

- B. Shipping point
- C. Plant
- D. Warehouse number

**Answer: B**

#### **NEW QUESTION # 24**

You are a consultant on an SAP S/4HANA Cloud brownfield project. In a meeting the customer decides to remodel an existing business process in accordance with clean core principles.

Which of the following SAP Signavio solutions can be used for the remodeling?

- A. SAP Signavio Process Manager
- B. SAP Signavio Process Governance
- C. SAP Signavio Process Insights
- D. SAP Signavio Process Intelligence

**Answer: A,B**

#### **NEW QUESTION # 25**

You want to change the default description of a specific condition type for selected condition records. How can you achieve this?

Note: There are 2 correct answers to this question.

- A. Use report COND\_AV.
- B. Use the Manage Prices - Sales app.
- C. Use the Change condition (VK12) transaction.
- D. Use the Creation of Pricing Lists app.

**Answer: B,C**

#### **NEW QUESTION # 26**

When you create a sales order with reference to a quotation, you want to ensure the entire quotation is always included in the order. Where do you make this setting?

- A. Order item category
- B. Copying control
- C. Order type
- D. Quotation type

**Answer: B**

#### **NEW QUESTION # 27**

When determining a storage location during delivery processing, the system uses a rule defined in which of the following?

- A. Shipping point
- B. Outbound delivery type
- C. Outbound delivery item category
- D. Material

**Answer: B**

#### **NEW QUESTION # 28**

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