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SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales Sample Questions (Q10-Q15):

NEW QUESTION # 10

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

Answer: B,C

NEW QUESTION # 11

How do you restrict the reasons for rejection for a sales document?

- A. Assign the permitted reasons for rejection to the relevant sales document type.
- B. Specify the permitted reasons for rejection in the relevant customer master.
- **C. Assign the permitted reasons for rejection to the relevant sales item category.**
- D. Specify the permitted reasons for rejection in the customer material info record.

Answer: C

NEW QUESTION # 12

You save a sales order and receive a system message that a business partner of a specific partner function is missing. Which of the following partner functions can cause this problem? Note: There are 2 correct answers to this question.

- **A. Sold-to party (SP)**
- B. Ordering party (1)
- **C. Ship-to party (SH)**
- D. Invoicing party (11)

Answer: A,C

NEW QUESTION # 13

Which channels are supported by SAP S/4HANA output management? Note: There are 3 correct answers to this question.

- **A. Print**
- B. ALE
- **C. Fax**
- **D. E-mail**
- E. XML

Answer: A,C,D

NEW QUESTION # 14

You sell a product for which there is a bill of material.

What must you set to ensure that the components automatically appear as sub-items in the order?

- A. The delivery group in the item category of the sub-item
- B. The material entry type in the sales document type
- **C. The structure scope in the item category of the main item**

- D. The item usage during the item category determination of each sub-item

Answer: C

NEW QUESTION # 15

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