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SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales Sample Questions (Q16-Q21):

NEW QUESTION # 16

What must every condition record contain? Note: There are 2 correct answers to this question.

- A. Validity period
- B. Scale
- C. Calculation type
- D. Quantity

Answer: A,C

NEW QUESTION # 17

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

Answer: C,D,E

NEW QUESTION # 18

How can you enable partial deliveries for a sales order, while making sure to get as few deliveries as possible?

- A. In each order item, set Complete Delivery to required.
- B. In the order header, set the Complete Delivery indicator.
- C. In the order header, set Order Combination to allowed.
- D. In each order item, set Partial Deliveries to required.

Answer: D

NEW QUESTION # 19

In your pricing procedure you have several condition types for a price such as PRO0, PR02, PN00 and HM00. Only one of these prices is taken into account. Which setting causes this behavior?

- A. Header condition
- B. Condition function
- C. Exclusion indicator
- D. Condition class

Answer: D

NEW QUESTION # 20

What settings should you make to ensure precise scheduling is used when the system performs delivery scheduling? Note: There are 3 correct answers to this question.

- A. Maintain the transit time in the route in hours and minutes.
- B. Assign a set of working times to the shipping point.
- C. Assign a set of working times to the plant.
- D. Assign a shift sequence to the working times.
- E. Maintain shifts defining the times for starting and ending work.

Answer: A,B,E

NEW QUESTION # 21

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