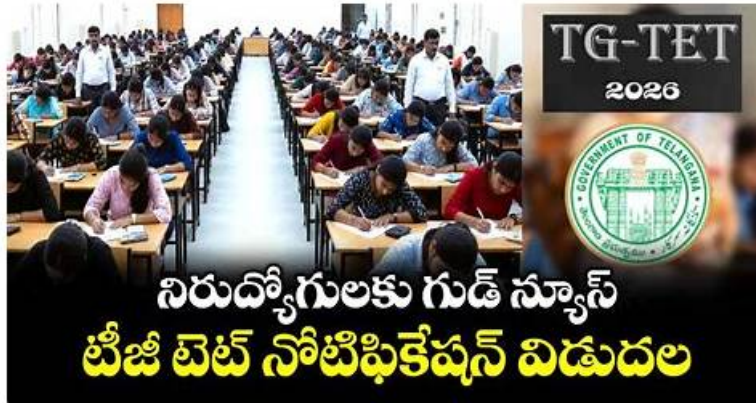


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## SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q58-Q63):

### NEW QUESTION # 58

Which of the following is a prerequisite for billing?

- A. You need an order item category that is configured to be billing relevant.
- B. You need a billing type that is configured to be billing relevant.
- C. You need an billing item category that is configured to be billing relevant.
- D. You need a sales document type that is configured to be billing relevant.

Answer: A

Explanation:  
Billing Process and Customizing

#### NEW QUESTION # 59

Which business partner categories can you use to create customer master records? Note: There are 2 correct answers to this question.

- A. Company
- B. Sold-to party
- C. Group
- D. Organization

**Answer: B,D**

Explanation:

Business partner categories used to create customer master records include:

A . Organization: This category is used for legal entities or organizational units within a company.

D . Sold-to party: This is a specific role within the business partner concept, representing the customer who places orders.

#### NEW QUESTION # 60

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

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

**Answer: A,C,D**

Explanation:

Organizational Structures

#### NEW QUESTION # 61

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

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

**Answer: A,D,E**

Explanation:

Basic Functions (customizing)

#### NEW QUESTION # 62

Which option can you use to set up complex pricing scenarios?

Note: There are 2 correct answers to this question

- A. Set up counter field
- B. Define process categories
- C. Add new fields for pricing
- D. Define requirements

**Answer: C,D**

Explanation:

To set up complex pricing scenarios in SAP, you can use the following options:

C . Define requirements: Requirements in the context of pricing are specific conditions that must be met for a pricing condition to apply. By defining custom requirements, you can control when a particular pricing condition becomes active, allowing for the creation of complex pricing scenarios based on various factors such as customer, material, sales area, etc.

D . Add new fields for pricing: By adding new fields to the pricing procedure, you can incorporate additional data points into your pricing calculations. This allows for more nuanced and complex pricing scenarios that take into account a wider range of variables, such as specific attributes of a customer, order, or material.

Setting up counter fields (Option B) can also contribute to complex pricing scenarios by allowing sequential processing of conditions that meet certain criteria, but the primary tools for creating complexity are defining requirements and adding new fields to accommodate diverse pricing logic.

## NEW QUESTION # 63

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





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