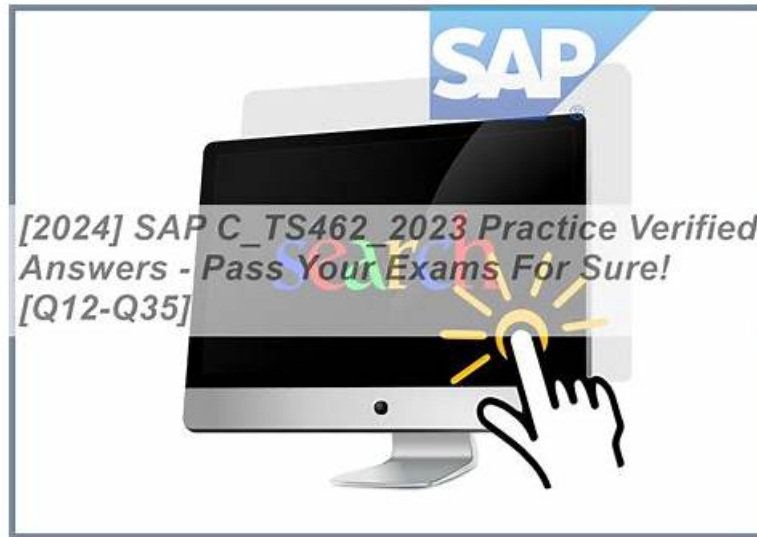


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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q13-Q18):

NEW QUESTION # 13

What are the characteristics of the process where new fields are copied from a customer master record to a sales document in SAP S/4HANA?

Note: There are 2 correct answers to this question.

- A. Fields are copied from the customer master tables to the sales order tables using the condition technique.
- B. Fields are copied from the customer master tables directly to the sales order tables using Application Link Enabling (ALE) settings.
- C. Fields are copied from the customer master tables to the sold-to party, ship-to party, bill-to party or payer views using a user exit.
- D. Fields are moved from the sold-to party, ship-to party, bill-to party or payer views to the sales order tables using a user exit.

Answer: C,D

Explanation:

In SAP S/4HANA, when new fields are copied from a customer master record to a sales document, the characteristics of this process include:

A . Fields are moved from the sold-to party, ship-to party, bill-to party, or payer views to the sales order tables using a user exit: User exits allow for the customization of standard SAP behavior without modifying the core code. This method can be used to copy additional fields from customer master data to sales documents, providing flexibility to meet specific business requirements.

B . Fields are copied from the customer master tables to the sold-to party, ship-to party, bill-to party, or payer views using a user exit: Similar to option A, this process involves using user exits to extend the standard SAP functionality. The fields can be copied to these partner function views within the sales document, enriching the document with additional data from the customer master.

Option C, involving the condition technique, is typically used for determining pricing conditions, not for copying fields from the customer master to sales documents. Option D, mentioning ALE settings, is not a standard approach for directly copying fields from customer master records to sales documents; ALE is more commonly used for integrating data across different systems.

NEW QUESTION # 14

Which of the following settings are required to be able to deliver a product? Note: There are 2 correct answers to this question.

- A. You need to set the Schedule Lines Allowed indicator in the item category.
- B. You need to set up the item category as relevant for delivery-related billing.
- **C. You need to set the Item Relevant for Delivery indicator in the item category.**
- **D. You need to set up copying control in Logistics Execution System for the item category.**

Answer: C,D

Explanation:

Required settings to deliver a product include:

B . You need to set up copying control in Logistics Execution System for the item category: This determines how data is transferred from sales to delivery documents.

D . You need to set the Item Relevant for Delivery indicator in the item category: This specifies that items of this category should be included in deliveries.

NEW QUESTION # 15

Which information comes from the payer? Note: There are 2 correct answers to this question.

- A. Invoicing list scheduling
- **B. Payment terms**
- C. Billing plan
- **D. Billing address**

Answer: B,D

Explanation:

Information that comes from the payer includes:

C . Billing address: The billing address is typically associated with the payer and is used for invoicing purposes.

D . Payment terms: Payment terms, which define how and when payment for invoices is to be made, are often maintained in the payer's master data.

NEW QUESTION # 16

You are a consultant on an SAP S/4HANA Cloud greenfield project.

Which of the following aspects should you focus on to achieve and maintain clean core data quality? Note: There are 2 correct answers to this question.

- A. Timeliness
- B. Accuracy
- **C. Stability**
- **D. Efficiency**

Answer: C,D

NEW QUESTION # 17

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

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

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 # 18

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