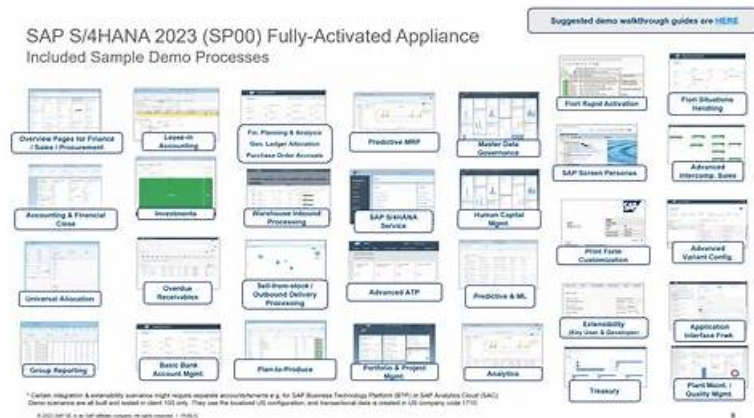


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## SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales Sample Questions (Q16-Q21):

### NEW QUESTION # 16

Which of the following is a characteristic of a service item in a sales order?

- A. The Delivering Plant field is not required.
- **B. The material has a specific item category group.**
- C. The item in the sales order is blocked for delivery.
- D. The service item has no schedule line assigned.

**Answer: B**

### NEW QUESTION # 17

You want to use condition exclusion.

For which of the following pricing elements can you set the condition exclusion indicator? Note: There are 2 correct answers to this question.

- A. Condition type groups
- B. Condition category
- C. Condition type
- D. Condition record

**Answer: C,D**

#### NEW QUESTION # 18

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

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

**Answer: A**

#### NEW QUESTION # 19

You normally include multiple sales orders in your outbound deliveries.

Which sales order fields would prevent this from happening if their content was different? Note: There are 3 correct answers to this question.

- A. Material group
- B. Route
- C. Plant
- D. Shipping point
- E. Ship-to party

**Answer: B,C,D**

#### NEW QUESTION # 20

Which of the following are characteristics of an invoice list process? Note: There are 2 correct answers to this question.

- A. You use preliminary billing documents for the invoice list creation.
- B. You must set up a periodic billing plan for the invoice list creation.
- C. You must create an invoice list at specified time intervals or on specific dates.
- D. You must send the payer a single invoice list instead of the individual invoices.

**Answer: C,D**

#### NEW QUESTION # 21

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