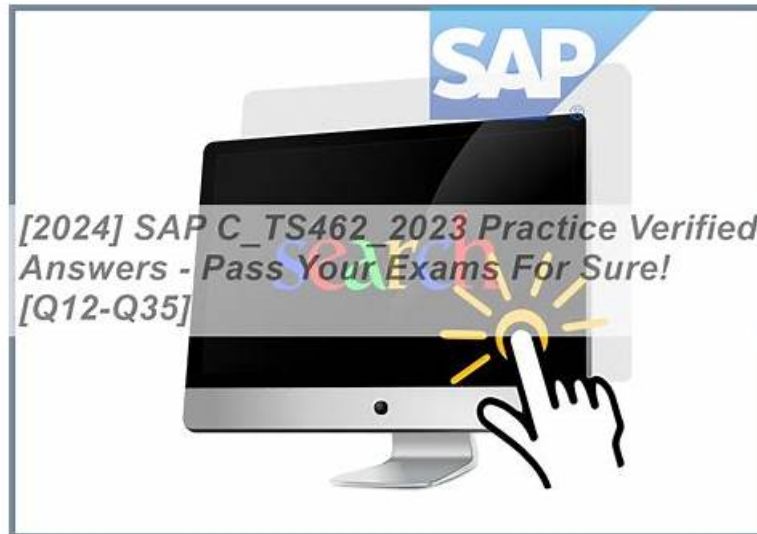


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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q45-Q50):

NEW QUESTION # 45

When an outbound delivery is created for a sales order, from which object does the system determine the default delivery type to be used?

- A. Shipping point
- B. Shipping conditions
- C. Sales order type
- D. Sales order item category

Answer: C

Explanation:
Shipping Process and Customizing

NEW QUESTION # 46

Which documents can only be created with reference to a billing document? Note: There are 2 correct answers to this question.

- A. Invoice correction request
- B. Invoice cancellation
- C. Returns order
- D. Debit memo request

Answer: A,B

Explanation:
Sales Process and Analytics

NEW QUESTION # 47

When determining a storage location during delivery processing, the system uses a rule defined in which of the following?

- A. Material
- B. Outbound delivery type
- C. Outbound delivery item category
- D. Shipping point

Answer: B

NEW QUESTION # 48

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

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

Answer: C,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 # 49

You investigate the standard behavior of the two sales document types Delivery Free of Charge (FD) and Subsequent Delivery Free of Charge (SD). What do you find out? Note: There are 2 correct answers to this question.

- A. A Subsequent Delivery Free of Charge has to be created with reference to a preceding document.
- B. In both cases, materials are priced and billed normally but the shipping is free of charge.
- C. Documents of both document types can use the same item category.
- D. A Delivery Free of Charge is used to deliver material due to a complaint.

Answer: C,D

Explanation:
Regarding the standard behavior of Delivery Free of Charge (FD) and Subsequent Delivery Free of Charge (SD):

A . Documents of both document types can use the same item category: This is possible as both document types may deal with delivering goods free of charge, but under different circumstances.

D . A Delivery Free of Charge is used to deliver material due to a complaint: This is a common use of FD documents, where goods are delivered free of charge as a goodwill gesture or to rectify a complaint.

NEW QUESTION # 50

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