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## SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q27-Q32):

### NEW QUESTION # 27

To what do you assign a material listing procedure?

- A. Sales item category
- B. Sales area, document pricing procedure, and customer pricing procedure
- C. Sales document type
- D. Sales organization and sales document type

**Answer: D**

Explanation:

This assignment ensures that material listing (or exclusion) checks are performed based on the combination of sales organization and the type of sales document being processed.

#### NEW QUESTION # 28

You want to be able to create and goods issue an outbound delivery for a stock material. What settings should you make? Note: There are 3 correct answers to this question.

- A. Activate schedule lines allowed in the order item category.
- B. Define the goods movement type in the schedule line category.
- C. Define the goods movement type in the delivery item category.
- D. Set the schedule line category to be relevant for delivery.
- E. Set the order item category to be relevant for delivery.

**Answer: A,B,D**

#### NEW QUESTION # 29

What are some characteristics of SAP Smart Business? Note: There are 3 correct answers to this question.

- A. Every transaction code used in SAP Smart Business can be linked to a unique URL.
- B. Key performance indicators (KPIs) are visualized and target thresholds can be defined.
- C. SAP Smart Business is configured entirely based on SAP Best Practices.
- D. It supports an exception-based working model.
- E. It combines real-time insights with analytics and transactional follow-up activities.

**Answer: B,D,E**

Explanation:

Characteristics of SAP Smart Business include:

A . Key performance indicators (KPIs) are visualized and target thresholds can be defined: This allows users to monitor critical metrics and their performance against predefined targets.

B . It supports an exception-based working model: SAP Smart Business helps users focus on important tasks by highlighting exceptions and areas requiring attention.

E . It combines real-time insights with analytics and transactional follow-up activities: This integration enables users to take immediate action based on analytics insights within the same environment.

#### NEW QUESTION # 30

What are some of the differences between the Create Billing Documents (VF04) transaction and the Create Billing Documents - Billing Due List Items app? Note: There are 2 correct answers to this question.

- A. With the app, a user can set default billing blocks for sales documents.
- B. With the app, a user can block the automatic posting of billing documents.
- C. With transaction VF04, a user can cancel a collective billing run.
- D. With transaction VF04, a user can simulate the creation of multiple billing documents.

**Answer: C,D**

Explanation:

Differences between the Create Billing Documents (VF04) transaction and the Create Billing Documents - Billing Due List Items app include:

B . With transaction VF04, a user can simulate the creation of multiple billing documents: This feature allows users to preview the results of the billing run without actually generating the documents.

C . With transaction VF04, a user can cancel a collective billing run: This functionality provides users with the option to undo a billing run if necessary, which might not be directly available in the Fiori app.

#### NEW QUESTION # 31

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: A,B**

## NEW QUESTION # 32

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