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

NEW QUESTION # 27
How do you limit the choice of order reasons for a sales document?

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

Answer: B

Explanation:
To limit the choice of order reasons for a sales document, you should:

C . Assign the permitted order reasons to the relevant sales document type.
This approach allows you to control which order reasons are available for selection when creating sales documents of a particular type, ensuring consistency and adherence to business rules specific to different sales processes or scenarios. By configuring the allowed order reasons at the sales document type level, you can tailor the order processing workflow to meet specific business requirements and constraints.

NEW QUESTION # 28
You save a sales order and receive a system message that a business partner of a specific partner function is missing.
Which of the following partner functions can cause this problem? Note: There are 2 correct answers to this question.

- A. Ship-to party (SH)
- B. Sold-to party (SP)
- C. Ordering party (1)
- D. Invoicing party (11)

Answer: A,B

NEW QUESTION # 29
Which channels are supported by BRF+ output management? Note: There are 3 correct answers to this question.

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

Answer: B,D,E

Explanation:
Channels supported by BRF+ output management include:
B . Print: Traditional paper-based documents.
C . XML: Electronic data interchange format.
D . E-mail: Electronic mailing of documents.

NEW QUESTION # 30
What are some features of the Sales Order Fulfillment Issues app? Note: There are 2 correct answers to this question.

- A. Icons and colors are used in the app to represent different types of issues.
- B. The process flow can be used to directly resolve issues as quickly as possible.
- C. The app allows a user to monitor sales orders in critical stages and efficiently address issues.
- D. The app shows cost simulations for all possible order fulfillment scenarios.

Answer: A,C

Explanation:
Features of the Sales Order Fulfillment Issues app include:
A . The app allows a user to monitor sales orders in critical stages and efficiently address issues: This helps in quickly identifying and resolving issues that can delay order processing.
C . Icons and colors are used in the app to represent different types of issues: This visual representation helps users quickly understand the nature and severity of issues.

NEW QUESTION # 31
When a user creates a sales order with reference to a quotation, a header text must be automatically copied from the sold-to party if it cannot be found in the quotation. If it is copied from the sold-to party, it must be in the sold-to party language. What must you do? Note: There are 3 correct answers to this question.

- A. In the access sequence, set the partner function language for this text to "sold-to party".
- B. Include the text type with an appropriate access sequence in the text determination procedure.
- C. Assign an appropriate text type to the sales document type.
- D. Assign the text determination procedure to the sales document type.
- E. Ensure that the access sequence reads the sold-to party text first.

Answer: B,C,D

Explanation:
To ensure that a header text is automatically copied from the sold-to party to a sales order when it's not found in the quotation, and that it's in the sold-to party's language, you should:
A . Assign an appropriate text type to the sales document type: This ensures that the text field is available and can be populated in the sales document.
D . Include the text type with an appropriate access sequence in the text determination procedure: The access sequence specifies where the system looks for the text, starting with the quotation and then moving to the sold-to party if the text is not found in the quotation.
E . Assign the text determination procedure to the sales document type: This links the text determination rules, including the access sequence and text types, to the specific sales document type being used, ensuring that the text copying behavior is applied whenever a sales order of this type is created.

NEW QUESTION # 32
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