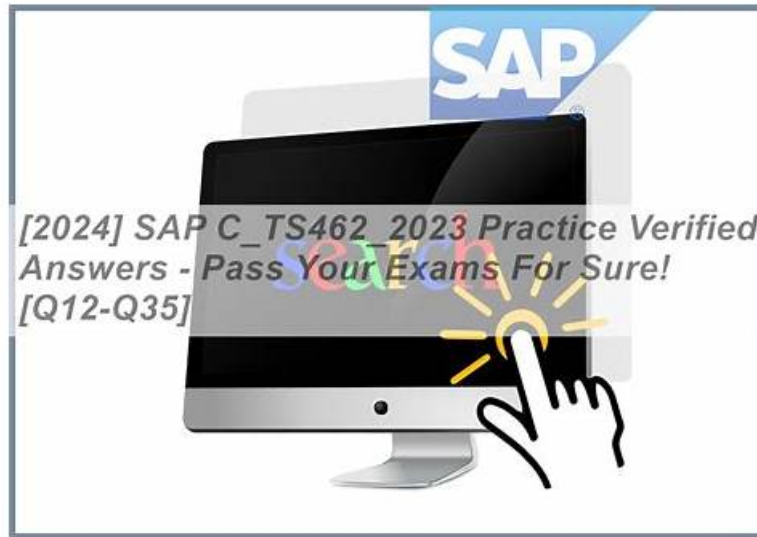


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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q34-Q39):

NEW QUESTION # 34

You want to use billing as part of the sales process. Which organizational units must be configured? Note: There are 2 correct answers to this question.

- A. Sales organization
- B. Company code
- C. Business area
- D. Profit center

Answer: A,B

NEW QUESTION # 35

You are a consultant on an SAP S/4HANA Cloud greenfield project. As part of their clean core journey, the customer must analyze the current IT landscape to eliminate redundant systems and establish an efficient architectural design. Which of the following can you use to do the analysis?

- **A. SAP Best Practices**
- B. SAP Cloud ALM
- C. Lean IX
- D. SAP Solution Manager

Answer: A

Explanation:
Managing Clean Core

NEW QUESTION # 36

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

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

Answer: A,D

NEW QUESTION # 37

Your company uses various strategies to supply your customers with goods and/or services. Which organizational structure element can be used to model these strategies?

- A. Sales office
- **B. Distribution channel**
- C. Shipping point
- D. Sales organization

Answer: B

Explanation:
The organizational structure element used to model various strategies for supplying customers is:
B. Distribution channel: This element defines the path through which goods and services flow from the company to the customer and can be used to model different distribution strategies.

NEW QUESTION # 38

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

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

Answer: A,D

Explanation:
Master Data

NEW QUESTION # 39

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