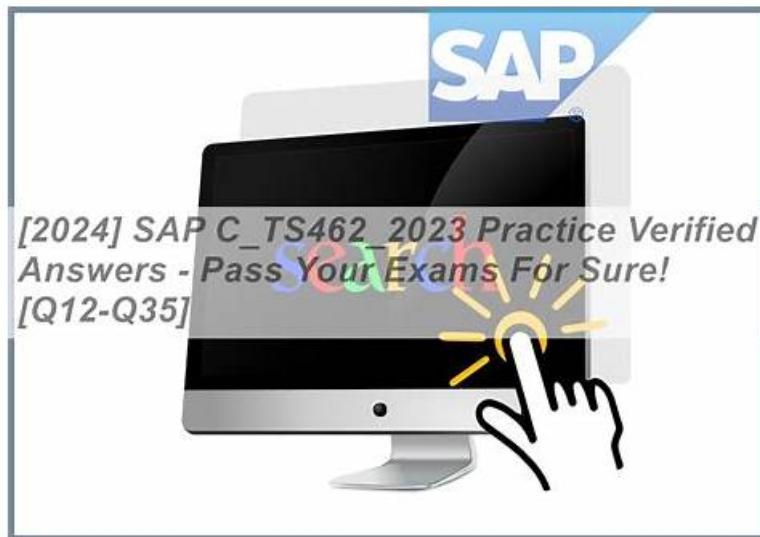


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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q29-Q34):

NEW QUESTION # 29

What must every condition record contain? Note: There are 2 correct answers to this question.

- A. Scale
- B. Calculation type

- C. Validity period
- D. Quantity

Answer: B,C

Explanation:

Pricing and condition technique

NEW QUESTION # 30

You are a consultant on an SAP S/4HANA Cloud greenfield project.

Which of the following aspects should you focus on to achieve and maintain clean core data quality? Note: There are 2 correct answers to this question.

- A. Accuracy
- B. Efficiency
- C. Timeliness
- D. Stability

Answer: B,D

NEW QUESTION # 31

Which pricing element uses a calculation type and scale base type?

- A. Pricing Procedure
- B. Pricing Type
- C. Condition Type
- D. Access Sequence

Answer: C

Explanation:

The pricing element that uses a calculation type and scale base type is:

A . Condition Type

In SAP pricing, a condition type represents a specific aspect of the pricing process, such as a discount, surcharge, freight, or tax. The calculation type determines how the system calculates the value of the condition (e.g., as a percentage, a fixed amount, or based on quantity). The scale base type determines how the system should interpret scales associated with the condition type (e.g., based on the weight, value, or quantity of the items in the sales document).

NEW QUESTION # 32

When performing backorder processing, which confirmation strategies can you select? Note: There are 3 correct answers to this question.

- A. Gain
- B. Fill
- C. Obtain
- D. Drop
- E. Redistribute

Answer: A,B,E

Explanation:

Sales Process and Analytics

NEW QUESTION # 33

You are analyzing an order that shows the same material twice: once in the main item and once in the sub-item. What function can cause this behavior? Note: There are 2 correct answers to this question.

- A. Material determination
- B. Item proposal
- C. Free goods
- D. Material listing

Answer: A,C

Explanation:

The appearance of the same material as both a main item and a sub-item in an order can be caused by:

A . Free goods: This function can add an additional item to an order at no charge, which can be the same material under certain conditions.

B . Material determination: This can replace or add materials in an order based on predefined rules, potentially leading to the same material appearing more than once.

NEW QUESTION # 34

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