

# Valid C\_P2W62\_2023 Test Online - Certification C\_P2W62\_2023 Training

## CPI Certification Test 100% Correct 2023

4 Behavior Levels - Correct Answer-1. Anxiety  
2. Defensive  
3. Acting Out Person  
4. Tension Reduction

Staff Attitude and Approach to Anxiety - Correct Answer-Be Supportive  
an emphatic non-judgemental attempt to alleviate anxiety

Staff Attitude and Approach to Defensive - Correct Answer-directive-attempt to control  
the situation and begin to set limits

Staff Attitude and Approach Acting Out Person - Correct Answer-non-violent physical  
crisis intervention

Staff Attitudes for Tension Reduction - Correct Answer-therapeutic rapport decrease in  
energy regaining of rationality

Integrated Experience - Correct Answer-we can set the tone for whether or not the  
behavior escalates or de-escalates

non-verbal-proxemics (personal space) - Correct Answer-area surrounding your body  
considered an extension of self. 1 1/2 to 3 feet (typically) culture, height, gender, age,  
status, appearance, and familiarity.

kinesics (body language) - Correct Answer-non-verbal message transmitted by motion  
and body posture. Factors: eye contact, facial expressions send a very strong message  
gestures, how we stand  
(stance) hands

3 reasons for using the CPI supportive stance - Correct Answer-safety  
less threatening  
communicates respect

components of the communication pyramid - Correct Answer-verbal communication,  
para verbal communication, and non-verbal communication

what is paraverbal communication - Correct Answer-how we say what we say

three components of paraverbal communication - Correct Answer-tone  
volume  
cadence

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## **SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales Sample Questions (Q57-Q62):**

### **NEW QUESTION # 57**

You normally include multiple sales orders in your outbound deliveries.

Which sales order fields would prevent this from happening if their content was different? Note: There are 3 correct answers to this question.

- A. Route
- B. Shipping point
- C. Ship-to party
- D. Plant
- E. Material group

**Answer: A,B,D**

### **NEW QUESTION # 58**

Which fields are used to determine the delivery item category? Note: There are 3 correct answers to this question.

- A. Delivery type
- B. MRP type
- C. Item category group
- D. Shipping point
- E. Higher-level item category

**Answer: A,C,E**

### **NEW QUESTION # 59**

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 landscap 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 Solution Manager
- C. SAP Cloud ALM
- D. Lean IX

**Answer: A**

### **NEW QUESTION # 60**

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 generate a log for the collective run.
- D. With transaction VF04, a user can cancel a collective billing run.

**Answer: B,C**

## NEW QUESTION # 61

The delivering plant should be determined automatically for a sales order item.

Which master data sources can be used to achieve this? Note: There are 3 correct answers to this question.

- A. Material determination
- B. Sold-to party
- C. Customer material info record
- D. Ship-to party
- E. Material master

**Answer: B,C,E**

## NEW QUESTION # 62

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

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