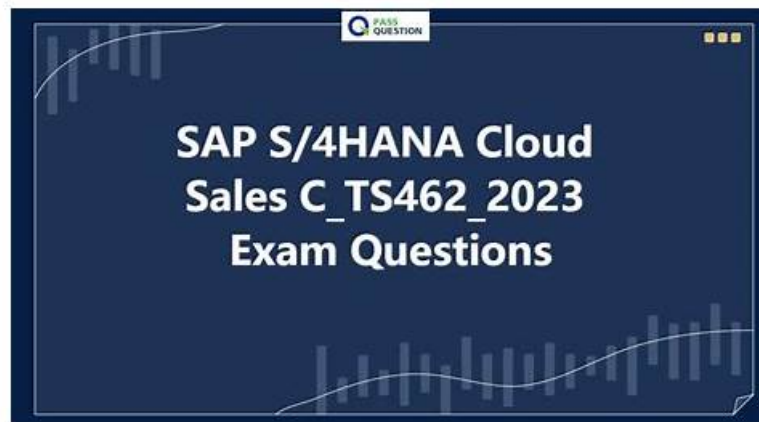


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## SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q39-Q44):

### NEW QUESTION # 39

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

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

- A. Ship-to party
- B. Sold-to party
- C. Customer material info record

- D. Material determination
- E. Material master

**Answer: B,C,E**

#### **NEW QUESTION # 40**

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

**Answer: B,D**

#### **NEW QUESTION # 41**

When you create a sales order with reference to a quotation, you want to ensure the entire quotation is always included in the order. Where do you make this setting?

- A. Order item category
- B. Copying control
- C. Quotation type
- D. Order type

**Answer: B**

#### **NEW QUESTION # 42**

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

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

**Answer: B,D,E**

#### **NEW QUESTION # 43**

You want to use condition exclusion. For which of the following pricing elements can you set the condition exclusion indicator? Note: There are 2 correct answers to this question.

- A. Condition type groups
- B. Condition record
- C. Condition type
- D. Condition category

**Answer: B,C**

Explanation:

You can set the condition exclusion indicator for condition records and condition types. This indicator determines whether a condition record or a condition type is excluded from the pricing procedure if another condition record or condition type with the same condition exclusion group is found.

## NEW QUESTION # 44

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