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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q56-Q61):

NEW QUESTION # 56

How does the system determine the warehouse number in an order-to-cash process?

- A. It is linked to a combination of plant and storage location.
- B. It is linked to a combination of sales area and plant.
- C. It is linked to a combination of plant and shipping point.
- D. It is linked to a combination of plant and distribution channel.

Answer: A

Explanation:

The warehouse number in an order-to-cash process is determined by its linkage to:

C . It is linked to a combination of plant and storage location: This ensures that the system knows from which warehouse (within a plant and specific storage location) goods should be picked for sales orders.

NEW QUESTION # 57

You want to be able to create and goods issue an outbound delivery for a stock material.

What settings should you make? Note: There are 3 correct answers to this question.

- A. Define the goods movement type in the schedule line category.
- B. Set the order item category to be relevant for delivery.
- C. Define the goods movement type in the delivery item category.
- D. Activate schedule lines allowed in the order item category.
- E. Set the schedule line category to be relevant for delivery.

Answer: A,D,E

Explanation:

Shipping Process and Customizing

NEW QUESTION # 58

You are using multiple address handling in a sales document. At which levels can you assign the address determination? Note: There are 2 correct answers to this question.

- A. Generic partner function
- B. Origin and source of the partner function
- C. Address usage of the business partner
- D. Partner determination procedure

Answer: C,D

Explanation:

Basic Functions (customizing)

NEW QUESTION # 59

Which option can you use to set up complex pricing scenarios?

Note: There are 2 correct answers to this question

- A. Define process categories
- B. Define requirements
- C. Set up counter field
- D. Add new fields for pricing

Answer: B,D

Explanation:

To set up complex pricing scenarios in SAP, you can use the following options:

C . Define requirements: Requirements in the context of pricing are specific conditions that must be met for a pricing condition to apply. By defining custom requirements, you can control when a particular pricing condition becomes active, allowing for the creation of complex pricing scenarios based on various factors such as customer, material, sales area, etc.

D . Add new fields for pricing: By adding new fields to the pricing procedure, you can incorporate additional data points into your pricing calculations. This allows for more nuanced and complex pricing scenarios that take into account a wider range of variables, such as specific attributes of a customer, order, or material.

Setting up counter fields (Option B) can also contribute to complex pricing scenarios by allowing sequential processing of conditions that meet certain criteria, but the primary tools for creating complexity are defining requirements and adding new fields to accommodate diverse pricing logic.

NEW QUESTION # 60

You are using multiple address handling in a sales document. At which levels can you configure the address determination? Note: There are 2 correct answers to this question.

- A. Generic partner function
- B. Origin and source of the partner function
- C. Address usage of the business partner
- D. Partner determination procedure

Answer: C,D

Explanation:

In a sales document using multiple address handling, address determination can be configured at:

A . Address usage of the business partner: This determines how different addresses are used for the same business partner in various contexts.

D . Partner determination procedure: This includes the rules for determining which partners (and their associated addresses) are involved in a transaction.

NEW QUESTION # 61

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