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## SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales Sample Questions (Q14-Q19):

### NEW QUESTION # 14

You want to change the default description of a specific condition type for selected condition records. How can you achieve this?  
Note: There are 2 correct answers to this question.

- A. Use report COND\_AV.
- B. Use the Creation of Pricing Lists app.
- C. Use the Change condition (VK12) transaction.
- D. Use the Manage Prices - Sales app.

Answer: C,D

### NEW QUESTION # 15

Which field from the material master is used in route determination in a sales order?

- A. Weight group
- B. Loading group
- C. Material freight group
- **D. Transportation group**

**Answer: D**

#### NEW QUESTION # 16

When you create a business partner, allocation of the business partner number is controlled by a number range assigned to which object?

- A. Account group
- B. Business partner role
- **C. Business partner grouping**
- D. Business partner category

**Answer: C**

#### NEW QUESTION # 17

A reason for rejection has been set against a sales order item.

Why is the net value of the item still included in the total net value of the order?

- A. The reason for rejection was not assigned to the item category.
- B. The update of the net value is not triggered after the rejection of the item.
- **C. The reason for rejection does not have the appropriate configuration to exclude item value.**
- D. The item value is used statistically hence added to the net value.

**Answer: C**

#### NEW QUESTION # 18

Which information comes from the payer? Note: There are 2 correct answers to this question.

- **A. Invoicing list scheduling**
- B. Billing plan
- **C. Payment terms**
- D. Billing address

**Answer: A,C**

#### NEW QUESTION # 19

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