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Shared by Berry on 03-03-2025

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q16-Q21):

NEW QUESTION # 16

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

Answer: A,D

Explanation:

For billing as part of the sales process, the configured organizational units must include:

C . Company code: Billing documents are financial documents and are associated with a company code, which represents a legal entity in financial accounting.

D . Sales organization: The sales organization is responsible for distributing goods and services, negotiating sales conditions, and bears the responsibility for those transactions.

NEW QUESTION # 17

To what do you assign a material listing procedure?

- A. Sales organization and sales document type
- B. Sales area, document pricing procedure, and customer pricing procedure
- C. Sales item category
- D. Sales document type

Answer: A

Explanation:

This assignment ensures that material listing (or exclusion) checks are performed based on the combination of sales organization and the type of sales document being processed.

NEW QUESTION # 18

How is the link between SAP S/4HANA Sales and SAP S/4HANA Finance set up?

- A. Via the general billing interface available in the system
- B. Via a unique assignment of a sales organization to a company code
- C. Via the link between a billing document request and an accounting document
- D. Via the copying control between the invoice and the accounting document

Answer: B

Explanation:

The link between SAP S/4HANA Sales and SAP S/4HANA Finance is set up:

D . Via a unique assignment of a sales organization to a company code: This linkage ensures that sales transactions in S/4HANA Sales are properly integrated with financial accounting in S/4HANA Finance, facilitating automatic posting of sales-related financial transactions to the correct company code.

NEW QUESTION # 19

You save a sales order and receive a system message that a business partner of a specific partner function is missing. Which of the following partner functions can cause this problem? Note: There are 2 correct answers to this question.

- A. Ship-to party (SH)
- B. Invoicing party (11)
- C. Sold-to party (SP)
- D. Ordering party (1)

Answer: A,C

Explanation:
Master Data

NEW QUESTION # 20

How can you reduce the maintenance effort for customer master data? Note: There are 2 correct answers to this question.

- A. Use multi-address handling.
- B. Use the common master data concept.
- C. Use customer-vendor integration.
- D. Use business partner roles.

Answer: B,C

Explanation:

To reduce the maintenance effort for customer master data, you can:

A . Use the common master data concept: This allows for centralized maintenance of data shared across different modules and applications.

D . Use customer-vendor integration: This integrates customer and vendor roles within the business partner concept, simplifying master data management.

NEW QUESTION # 21

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