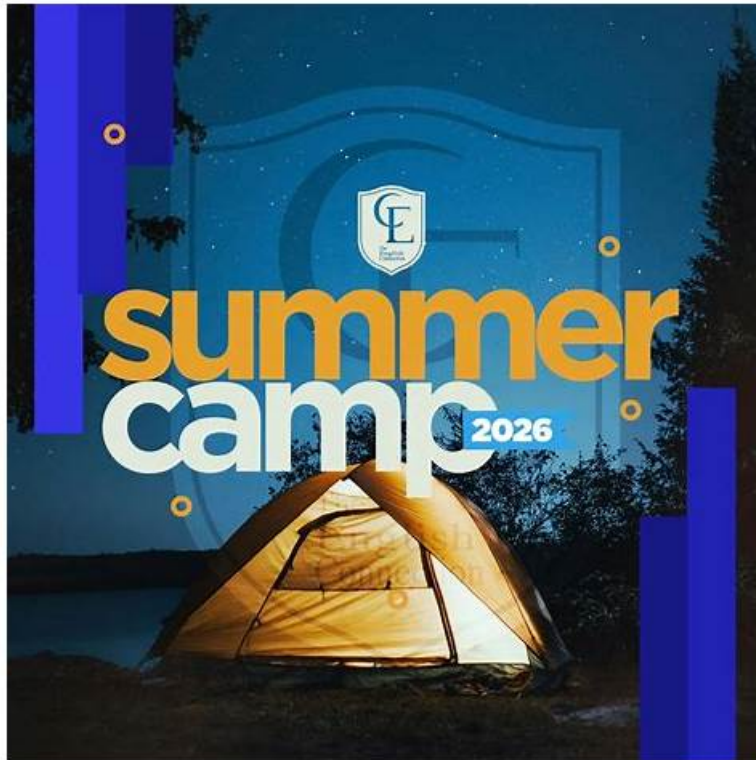


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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q14-Q19):

NEW QUESTION # 14

Which fields are used in the determination of the shipping point? Note: There are 3 correct answers to this question.

- A. Loading group
- B. Plant
- C. Shipping conditions
- D. Transportation group
- E. Sales document type

Answer: A,B,D

Explanation:

The shipping point determination uses the following fields:

- A . Transportation group: Defined in the material master and used for shipping logistics.
- B . Plant: Where the goods are produced or stored, crucial for determining the shipping point.
- C . Loading group: Also defined in the material master, indicates how the product is to be loaded, affecting the choice of shipping point.

NEW QUESTION # 15

Which time components are used to calculate the confirmed delivery date in a sales order? Note: There are 2 correct answers to this question.

- A. Loading time of the shipping point
- B. Transportation lead time of the forwarding agent
- C. Transit time of the route
- D. Pick/pack time of the warehouse number

Answer: A,C

Explanation:

Time components used to calculate the confirmed delivery date in a sales order include:

- A . Loading time of the shipping point: This is the time required to load goods at the shipping point.
- B . Transit time of the route: This is the time it takes for goods to be transported from the shipping point to the destination.

NEW QUESTION # 16

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

Answer: A,D

NEW QUESTION # 17

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

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

Answer: A,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 # 18

You want to ensure that only complete sales documents can be saved.

How can you achieve this?

- **A. Set Dialog Message for Incompletion flag in the configuration for the relevant sales document types.**
- B. Activate the General option in status groups used in checks for sales document header fields.
- C. Assign an incompleteness procedure to all schedule line categories used in sales.
- D. Set the No Change Possible flag in the partner determination procedure of the sold-to party.

Answer: A

Explanation:

To ensure that only complete sales documents can be saved, the most effective approach is:

A . Set Dialog Message for Incompletion flag in the configuration for the relevant sales document types.

By setting this flag for the sales document types in the configuration, the system will prompt a dialog message for any incomplete fields based on the assigned incompleteness procedures. This will prevent users from saving the sales document until all mandatory fields are filled out, thereby ensuring the completeness of the document.

NEW QUESTION # 19

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