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

NEW QUESTION # 56
Which of the following settings are required to be able to deliver a product? Note: There are 2 correct answers to this question.

- A. You need to set the Schedule Lines Allowed indicator in the item category.
- B. You need to set up copying control in Logistics Execution System for the item category.
- C. You need to set the Item Relevant for Delivery indicator in the item category.
- D. You need to set up the item category as relevant for delivery-related billing.

Answer: A,B

NEW QUESTION # 57
You want to evaluate sales discount condition records.
Which tool can you use? Note: There are 2 correct answers to this question.

- A. Manage Prices - Sales app
- B. Pricing reports
- C. Listing
- D. Price lists

Answer: A,D

NEW QUESTION # 58
You normally include multiple sales orders in your outbound deliveries.
Which sales order fields would prevent this from happening if their content was different? Note: There are 3 correct answers to this question.

- A. Plant
- B. Ship-to party
- C. Shipping point
- D. Route
- E. Material group

Answer: A,C,D

NEW QUESTION # 59
When a user creates a sales order with reference to a quotation, a header text must be automatically copied from the sold-to party if it cannot be found in quotation. If it is copied from the sold-to party, it must be in the sold-to party language.
What must you do? Note: There are 3 correct answers to this question.

- A. In the access sequence, set the partner function language for this text to "sold-to party".
- B. Include the text type with an appropriate access sequence in the text determination procedure.
- C. Assign the text determination procedure to the sales document type.
- D. Ensure that the access sequence reads the sold-to party text first.
- E. Assign an appropriate text type to the sales document type.

Answer: A,C,E

NEW QUESTION # 60
What are the effects of posting the goods issue during a sales process? Note: There are 3 correct answers to this question.

- A. Delivery requirements in material planning are updated.
- B. The document flow is updated.

- C. The warehouse task status is set to complete.
- D. The billing document can now be created.
- E. The overall status of the delivery is set to complete.

Answer: A,B,D

NEW QUESTION # 61

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