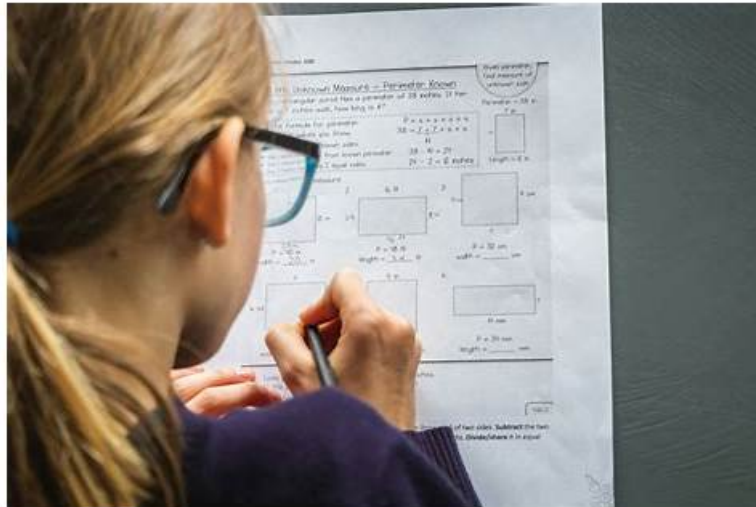


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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q57-Q62):

NEW QUESTION # 57

Which of the following is a characteristic of a service item in a sales order?

- A. The service item has no schedule line assigned.
- **B. The material has a specific item category group.**
- C. The item in the sales order is blocked for delivery.
- D. The Delivering Plant field is not required.

Answer: B

NEW QUESTION # 58

Which of the following is a prerequisite for billing?

- A. You need a sales document type that is configured to be billing relevant.
- B. You need a billing type that is configured to be billing relevant.
- **C. You need an order item category that is configured to be billing relevant.**
- D. You need an billing item category that is configured to be billing relevant.

Answer: C

Explanation:

Billing Process and Customizing

NEW QUESTION # 59

Which business partner categories can you use to create customer master records? Note: There are 2 correct answers to this question.

- **A. Organization**
- B. Sold-to party
- C. Company
- **D. Group**

Answer: A,D

NEW QUESTION # 60

Which of the following is a use case for a billing plan type?

- A. Invoice lists
- B. Settlement management
- **C. Milestone billing**
- D. Convergent billing

Answer: C

NEW QUESTION # 61

You already have a condition record for a material price that is valid for the whole year. In addition to this standard price, you now have to set up a special sales price for this material that is only valid for the next two weeks. After this special price period, the standard price should be valid How do you maintain this requirement? Note: There are 2 correct answers to this question.

- **A. Use the Change condition transaction (transaction code VK12).**
- B. Use the Create condition with template transaction (transaction code VK14).
- C. Use the Creation of Price Lists app.
- **D. Use the Manage Prices - Sales app.**

Answer: A,D

Explanation:

D . Use the Change condition transaction (transaction code VK12): This allows you to maintain existing condition records, including adding date restrictions for special pricing.

A . Use the Manage Prices - Sales app: This Fiori app provides a user-friendly interface for maintaining pricing conditions, including setting time-limited special prices.

NEW QUESTION # 62

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