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SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales Sample Questions (Q38-Q43):

NEW QUESTION # 38

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

Answer: A,D

NEW QUESTION # 39

What settings should you make to ensure precise scheduling is used when the system performs delivery scheduling? Note: There are 3 correct answers to this question.

- A. Assign a set of working times to the plant.
- B. Assign a set of working times to the shipping point.
- C. Assign a shift sequence to the working times.
- D. Maintain the transit time in the route in hours and minutes.
- E. Maintain shifts defining the times for starting and ending work.

Answer: B,D,E

NEW QUESTION # 40

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

Answer: C,D

NEW QUESTION # 41

Where do you configure the default billing type to be used for delivery-related billing?

- A. Copying control
- B. Sales document type
- C. Sales document item category
- D. Delivery type

Answer: B

NEW QUESTION # 42

When you create a sales order with reference to a quotation, you want to ensure the entire quotation is always included in the order. Where do you make this setting?

- A. Copying control
- B. Quotation type
- C. Order item category
- D. Order type

Answer: A

NEW QUESTION # 43

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