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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q60-Q65):

NEW QUESTION # 60

Which information comes from the payer? Note: There are 2 correct answers to this question.

- A. Billing address
- B. Payment terms
- C. Billing plan
- D. Invoicing list scheduling

Answer: A,B

Explanation:

Information that comes from the payer includes:

C . Billing address: The billing address is typically associated with the payer and is used for invoicing purposes.

D . Payment terms: Payment terms, which define how and when payment for invoices is to be made, are often maintained in the payer's master data.

NEW QUESTION # 61

The delivering plant should be determined automatically for a sales order item.

Which Master Data sources can be used to achieve this? Note: There are 3 correct answers to this question.

- A. Customer material info record
- B. Ship-to party
- C. Material master
- D. Material determination
- E. Sold-to party

Answer: A,C,E

Explanation:

Sales Process and Analytics

NEW QUESTION # 62

When performing backorder processing, which confirmation strategies can you select? Note: There are 3 correct answers to this question.

- A. Gain
- B. Drop
- C. Obtain
- D. Redistribute
- E. Fill

Answer: A,D,E

NEW QUESTION # 63

Which fields are used to determine the delivery item category? Note: There are 3 correct answers to this question.

- A. Higher-level item category
- B. Item category group
- C. MRP type
- D. Shipping point
- E. Delivery type

Answer: A,B,E

Explanation:

The delivery item category is determined using:

A . Higher-level item category: This can influence the determination of sub-item categories in deliveries.

C . Delivery type: This plays a direct role in how items within the delivery are categorized.

E. Item category group: Defined in the material master, this influences the default item category in sales and delivery documents.

NEW QUESTION # 64

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

Answer: A,C,D

NEW QUESTION # 65

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