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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q47-Q52):

NEW QUESTION # 47

Which of the following are characteristics of an invoice list process? Note: There are 2 correct answers to this question.

- A. You must set up a periodic billing plan for the invoice list creation.
- B. You use preliminary billing documents for the invoice list creation.
- C. You must create an invoice list at specified time intervals or on specific dates.
- D. You must send the payer a single invoice list instead of the individual invoices.

Answer: C,D

Explanation:

Billing Process and Customizing

NEW QUESTION # 48

Which settings do the cash sales process and the rush order process have in common? Note: There are 2 correct answers to this question.

- A. The billing type settings
- B. The immediate delivery setting
- C. The item category determination
- D. The lead time in days

Answer: A,B

Explanation:

Cash sales and rush order processes share the following settings:

B . The billing type settings: Both processes typically involve immediate billing upon order creation or delivery.

D . The immediate delivery setting: Both processes are designed for rapid processing, often including immediate or very quick delivery after order placement.

NEW QUESTION # 49

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

Answer: A,D

Explanation:

To change the default description of a specific condition type for selected condition records, you can:

A . Use the Manage Prices - Sales app: This Fiori app allows for the management and adjustment of pricing conditions, including descriptions.

D . Use the Change condition (VK12) transaction: This transaction allows for the maintenance of condition records, including the ability to modify descriptions.

NEW QUESTION # 50

Which pricing element uses a calculation type and scale base type?

- A. Pricing Procedure
- B. Pricing Type
- C. Condition Type
- D. Access Sequence

Answer: C

Explanation:

The pricing element that uses a calculation type and scale base type is:

A . Condition Type

In SAP pricing, a condition type represents a specific aspect of the pricing process, such as a discount, surcharge, freight, or tax.

The calculation type determines how the system calculates the value of the condition (e.g., as a percentage, a fixed amount, or based on quantity). The scale base type determines how the system should interpret scales associated with the condition type (e.g., based on the weight, value, or quantity of the items in the sales document).

NEW QUESTION # 51

You want to use billing as part of the sales process. Which organizational units must be configured? Note: There are 2 correct answers to this question.

- A. Profit center
- B. Sales organization
- C. Business area
- D. Company code

Answer: B,D

NEW QUESTION # 52

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