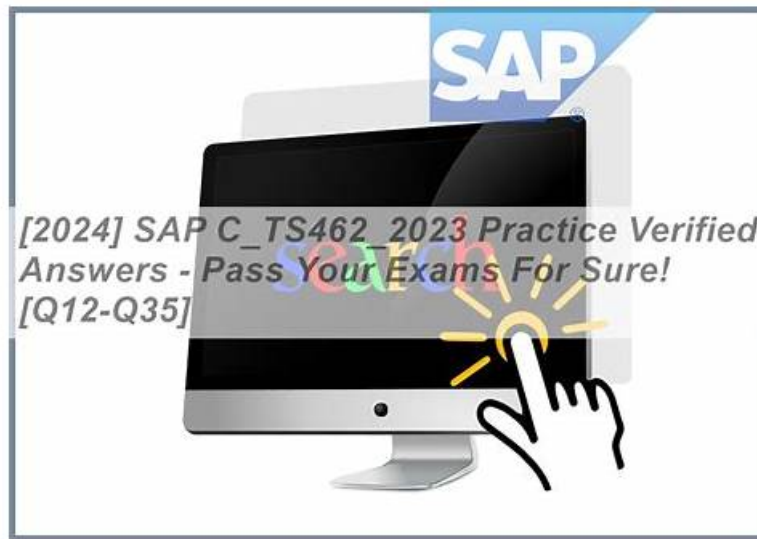


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## SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q23-Q28):

### NEW QUESTION # 23

You maintain a sales order with several items and apply a manual freight charge. The system should automatically distribute the freight charge among the items based on the net value.

What do you need to do?

- A. Set up calculation type B (fixed amount) for the freight charge.
- B. Set up the freight charge as a header condition.

- C. Assign a group condition routine to the freight charge.
- **D. Set up condition type groups for the freight charge.**

**Answer: D**

#### NEW QUESTION # 24

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 billing item category that is configured to be billing relevant.
- **D. You need an order item category that is configured to be billing relevant.**

**Answer: D**

Explanation:

Billing Process and Customizing

#### NEW QUESTION # 25

You are configuring the organizational structure in your system. Which assignments are possible? Note: There are 3 correct answers to this question.

- A. Assign multiple distribution channels to one company code.
- **B. Assign multiple plants to one company code.**
- C. Assign multiple loading points to a plant.
- **D. Assign a plant to multiple sales organizations/distribution channels.**
- **E. Assign a shipping point to multiple plants.**

**Answer: B,D,E**

#### NEW QUESTION # 26

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

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

**Answer: C**

#### NEW QUESTION # 27

What are some of the prerequisites for the creation of a credit memo based on a credit memo request? Note: There are 2 correct answers to this question.

- **A. The Billing Block field in the credit memo request must be empty.**
- **B. Copying control must exist between the sales document and the billing document.**
- C. The billing document of the original customer invoice must be cancelled.
- D. An appropriate reason for rejection must be assigned to the original sales order item.

**Answer: A,B**

Explanation:

Prerequisites for the creation of a credit memo based on a credit memo request include:

A . Copying control must exist between the sales document and the billing document: This ensures that data can be transferred from the credit memo request to the credit memo for accurate billing.

B . The Billing Block field in the credit memo request must be empty: This ensures that the credit memo request is ready for processing and there are no blocks preventing its conversion into a credit memo.

## NEW QUESTION # 28

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