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SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q22-Q27):

NEW QUESTION # 22

Which item field is required in a complete sales order request?

- A. Requested quantity

- B. Shipping method
- C. Sales area
- D. PO number

Answer: A

NEW QUESTION # 23

When do you specify the data retention period in the SAP S/4HANA Migration Cockpit?

- A. When the project status is "In Progress"
- B. When the project status is "Not Started"
- **C. When the project status is "Finished"**
- D. When the project status is "Completed"

Answer: C

NEW QUESTION # 24

Which organizational unit represents an independent accounting unit?

- A. Sales Organization
- B. Distribution Channel
- C. Division
- **D. Company Code**

Answer: D

NEW QUESTION # 25

You use the SAP Fiori Analytical Apps for Sales (1BS) in SAP S/4HANA Cloud Public Edition. What information do these analytical apps provide in the Order-to-Cash process? Note: There are 2 correct answers to this question.

- A. The current status of warehouse stock levels
- **B. The current status of the customer's credit limit**
- C. The current status of sales orders, quotations, and back orders
- **D. The current status of sales volumes and profit margins**

Answer: B,D

NEW QUESTION # 26

What must you create when you build an integration scenario using the SAP Fiori Communication Management apps in SAP S/4HANA Cloud Public Edition? Note: There are 2 correct answers to this question.

- **A. Communication system**
- B. Communication API
- **C. Communication arrangement**
- D. Communication interface

Answer: A,C

NEW QUESTION # 27

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