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## SAP Certified - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q11-Q16):

### NEW QUESTION # 11

You work on a Sell from Stock (B D9) process in SAP S/4HANA Cloud Public Edition. What must be created to confirm a customer's intention to buy the products?

- A. Outbound delivery
- B. Sales inquiry
- C. Sales quotation
- D. Sales order

**Answer: D**

### NEW QUESTION # 12

What happens to the sales order request after successfully creating a sales order?

- A. Sales Order Request is deleted
- B. Sales Order Request is non-editable
- C. Sales Order Request is editable
- D. Sales Order Request is archived

**Answer: B**

### NEW QUESTION # 13

Which tasks are mandatory before you can migrate data for a specific object? Note: There are 2 correct answers to this question.

- A. Predecessor objects have been migrated
- B. All previous migration projects are in the "Finished" status
- C. You select the same migration method previously used for other objects
- D. Permission to migrate the data has been assigned

**Answer: A,D**

### NEW QUESTION # 14

You need to request and manage a customer down payment.

What action do you perform during sales order entry?

- A. Enter an appropriate item in the billing plan of the sales order.
- B. Create a sales order with a dedicated order type.
- C. Enter a specific condition in the pricing procedure of the sales order.
- D. Mark the down payment checkbox at item level.

**Answer: A**

### NEW QUESTION # 15

You are working on an Invoice Correction Process with Credit Memo (BKL) process in SAP S/4HANA Cloud Public Edition. What does the Create Credit Memo Request process step indicate?

- A. The customer will receive replacement goods
- B. A credit note has been authorized
- C. The customer intends to return goods
- D. The customer has made a request for credit

**Answer: D**

## NEW QUESTION # 16

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