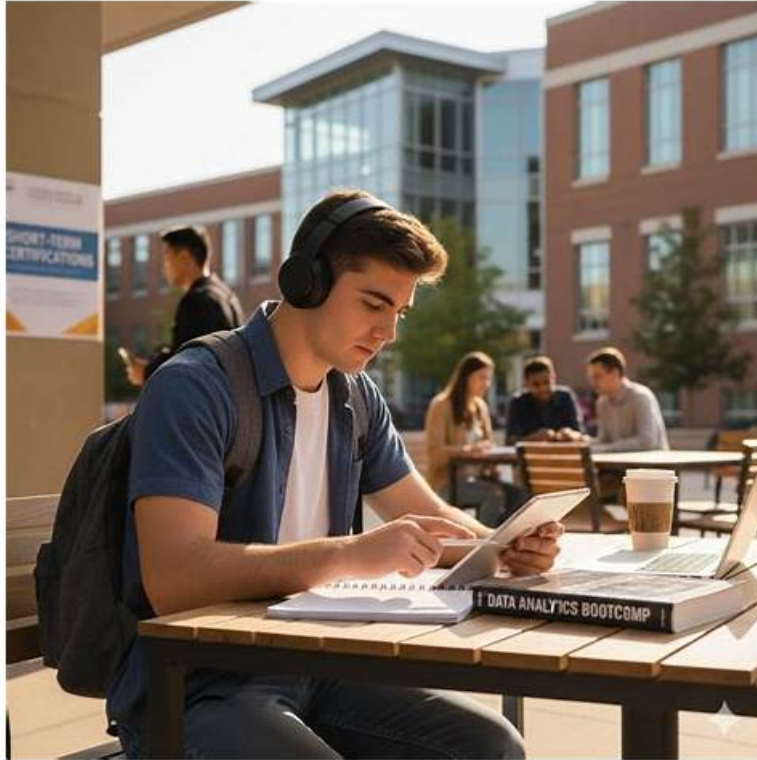


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SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales Sample

Questions (Q50-Q55):

NEW QUESTION # 50

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

Answer: B,D

NEW QUESTION # 51

You want to process and monitor outbound deliveries. Which organizational unit supports this?

- A. Warehouse number
- B. Plant
- C. Distribution channel
- D. Shipping point

Answer: D

NEW QUESTION # 52

Which business partner categories can you use to create customer master records? Note: There are 2 correct answers to this question.

- A. Organization
- B. Company
- C. Sold-to party
- D. Group

Answer: A,D

NEW QUESTION # 53

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

Answer: A,C,E

NEW QUESTION # 54

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

Answer: B,D,E

NEW QUESTION # 55

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