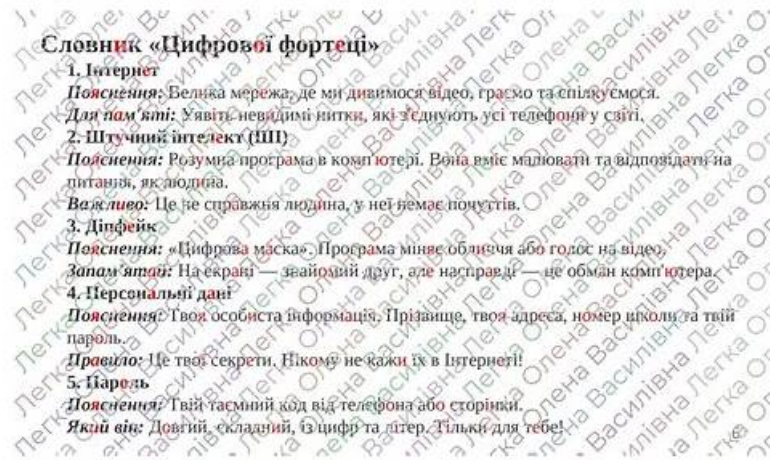


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SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales Sample Questions (Q45-Q50):

NEW QUESTION # 45

You are a consultant on an SAP S/4HANA Cloud brownfield project. In a meeting the customer decides to remodel an existing business process in accordance with clean core principles.

Which of the following SAP Signavio solutions can be used for the remodeling?

- A. SAP Signavio Process Insights
- B. SAP Signavio Process Manager
- C. SAP Signavio Process Governance
- D. SAP Signavio Process Intelligence

Answer: B,C

NEW QUESTION # 46

What are the effects of posting the goods issue during a sales process? Note: There are 3 correct answers to this question.

- A. The overall status of the delivery is set to complete.
- B. Delivery requirements in material planning are updated.
- C. The document flow is updated.
- D. The warehouse task status is set to complete.
- E. The billing document can now be created.

Answer: B,C,E

NEW QUESTION # 47

You are a consultant on an SAP S/4HANA Cloud greenfield project. As part of their clean core journey, the customer must analyze the current IT landscape to eliminate redundant systems and establish an efficient architectural design.

Which of the following can you use to do the analysis?

- A. SAP Cloud ALM
- B. Lean IX
- C. SAP Best Practices
- D. SAP Solution Manager

Answer: C

NEW QUESTION # 48

A reason for rejection has been set against a sales order item.

Why is the net value of the item still included in the total net value of the order?

- A. The reason for rejection was not assigned to the item category.
- B. The update of the net value is not triggered after the rejection of the item.
- C. The reason for rejection does not have the appropriate configuration to exclude item value.
- D. The item value is used statistically hence added to the net value.

Answer: C

NEW QUESTION # 49

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

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

Answer: B,D

NEW QUESTION # 50

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