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## **SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales Sample Questions (Q19-Q24):**

### **NEW QUESTION # 19**

You want to determine the item category in a sales document.

What do you need to consider? Note: There are 2 correct answers to this question.

- A. The sales organization
- B. The customer master data
- C. The higher-level item
- D. The material master data

**Answer: C,D**

### **NEW QUESTION # 20**

In your pricing procedure you have several condition types for a price such as PROO, PR02, PN00 and HM00. Only one of these prices is taken into account. Which setting causes this behavior?

- A. Condition class
- B. Condition function
- C. Header condition
- D. Exclusion indicator

**Answer: A**

### **NEW QUESTION # 21**

Which fields are used in the determination of the shipping point? Note: There are 3 correct answers to this question.

- A. Loading group
- B. Shipping conditions
- C. Plant
- D. Sales document type
- E. Transportation group

**Answer: A,B,C**

### **NEW QUESTION # 22**

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

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

**Answer: A,B,E**

### **NEW QUESTION # 23**

What are some features of the Sales Order Fulfillment Issues app? Note: There are 2 correct answers to this question.

- A. The process flow can be used to directly resolve issues as quickly as possible.

- B. The app allows a user to monitor sales orders in critical stages and efficiently address issues.
- C. Icons and colors are used in the app to represent different types of issues.
- D. The app shows cost simulations for all possible order fulfillment scenarios.

**Answer: A,B**

## NEW QUESTION # 24

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