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SAP Certified - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q70-Q75):

NEW QUESTION # 70

When configuring pricing, which controls and settings are available in the definition of condition types? Note: There are 3 correct answers to this question.

- A. Access Sequence
- B. Calculation Type
- C. Account Key
- D. Condition Table
- E. Condition Class

Answer: B,C,E

NEW QUESTION # 71

What can you do with the planning apps for sales? Note: There are 2 correct answers to this question.

- A. Calculate the sales quotation conversion rate
- **B. Search, create, and update sales plans**
- C. Compare ordered, shipped, and billed amounts
- **D. Compare planned with actual sales data**

Answer: B,D

NEW QUESTION # 72

What tools enable non-developers to create low/no-code extensions? Note: There are 2 correct answers to this question.

- **A. SAP Build**
- B. SAP Cloud SDK
- **C. SAP Business Application Studio**
- D. SAP Fiori extensibility apps

Answer: A,C

NEW QUESTION # 73

Each access within an access sequence contains an 'Exclusive' indicator.

What is the effect of setting this field?

- **A. If the system finds a valid condition record using the table in that access, it will stop searching any further down the access sequence for that condition type. This ensures that the first record found is used.**
- B. If the system finds a valid condition record using the table in that access, it will use this condition record and not process any further condition types in the pricing procedure.
- C. If the system finds a valid condition record using the table in that access, it will continue to search further down the access sequence for that condition type, but will then exclusively use the best price found.
- D. If the system finds a valid condition record using the table in that access, it will exclude that record and continue to search further down the access sequence for that condition type.

Answer: A

NEW QUESTION # 74

An SAP Fiori app isn't displaying on the SAP Fiori Launchpad even though the business role granting permission to the app is correctly assigned to the user.

How would you troubleshoot? Note: There are 3 correct answers to this question.

- **A. Check the business role template.**
- B. Check the space and page(s) assigned to the role.
- **C. Check the business catalogues assigned to the role.**
- D. Check the restrictions for the role.
- **E. Check the Role Maintenance app.**

Answer: A,C,E

NEW QUESTION # 75

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