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SAP Certified - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q72-Q77):

NEW QUESTION # 72

Which of the following documents can be used as a reference to create debit memo requests? Note: There are 2 correct answers to this question.

- A. Quantity contract
- B. Sales order
- C. Billing document
- D. Delivery document

Answer: B,C

NEW QUESTION # 73

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

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

Answer: B

NEW QUESTION # 74

What provides a foundation for the SAP Cloud ERP where integrations and extensions live?

- A. SAP Discovery Center
- B. SAP Business Accelerator Hub
- C. SAP Business Technology Platform
- D. SAP ABAP Environment

Answer: C

NEW QUESTION # 75

In a predictive model for sales, what does the quotation conversion rate measure?

- A. The percentage of net values converted from quotations into billing documents
- B. The percentage of net values converted from quotations into sales orders
- C. The percentage of the number of orders that was converted from quotations
- D. The percentage of the number of order items that was converted from quotation items

Answer: C

NEW QUESTION # 76

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

Answer: C,D,E

NEW QUESTION # 77

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