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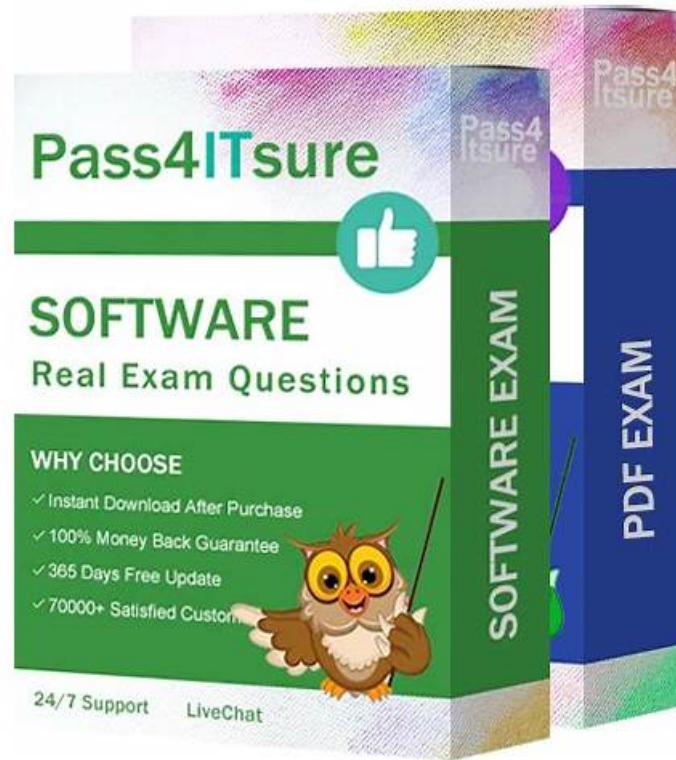
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SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud

Public Edition, Sales Sample Questions (Q15-Q20):

NEW QUESTION # 15
Which business roles are relevant for the SAP Fiori Analytical Apps for Sales (1BS) process? Note: There are 3 correct answers to this question.

- A. Returns Clerk
- B. Sales Manager
- C. Internal sales representative
- D. Shipping Specialist
- E. Billing Clerk

Answer: A,B,C

NEW QUESTION # 16
Which organizational element is used with the combination of sales organization and distribution channel to form a sales area?

- A. Plant
- B. Sales office
- C. Sales group
- D. Division

Answer: D

NEW QUESTION # 17
Which levels constitute the structure of a sales order?

- A. Order, Delivery, Billing
- B. Customer, Material, Inventory
- C. Sales organization, Distribution channel, Division
- D. Header, Item, Schedule line

Answer: D

NEW QUESTION # 18
Which of the following describes the use of return orders in SAP S/4HANA Returns Management? Note: There are 2 correct answers to this question.

- A. The settlement agreed with the customer is recorded in the return order item
- B. An inspection code may be entered in the return order header
- C. A return order must be created with reference to a sales order
- D. A follow-up activity may be entered in the return order item

Answer: A,D

NEW QUESTION # 19
What does Convergent Billing allow you to combine in a unique invoice?

- A. *Billing due for sales orders
  *Billing due for return orders
- B. *Billing due for sales documents
  *Billing due for purchase orders
- C. *Billing due for SD documents
  *Billing information from a non-SAP system
- D. *Billing due for sales documents
  *Billing due for deliveries

Answer: C

NEW QUESTION # 20

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