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SAP Certified - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q31-Q36):

NEW QUESTION # 31

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

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

Answer: A,C

NEW QUESTION # 32

You are working on a Sales Order Processing with Collective Billing (BKZ) process in SAP S/4HANA Cloud Public Edition. Which of the following criteria always prevent the combination of multiple sales orders into a single outbound delivery? Note: There

are 2 correct answers to this question.

- A. Shipping point
- B. Ship-to party
- C. Payment terms
- D. Plant

Answer: A,B

NEW QUESTION # 33

In which application can you see the available business context capacity remaining for extension items?

- A. Extensibility Cockpit app
- B. Custom Reusable Elements app
- C. Extensibility Inventory app
- D. Extensibility Explorer app

Answer: A

NEW QUESTION # 34

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

Answer: B

NEW QUESTION # 35

If you cannot find a prepackaged solution process that addresses integration requirements in SAP Signavio Process Navigator, where do you look next?

- A. SAP Business Technology Platform
- B. SAP Business Accelerator Hub
- C. SAP Cloud ALM
- D. SAP Discovery Center

Answer: B

NEW QUESTION # 36

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