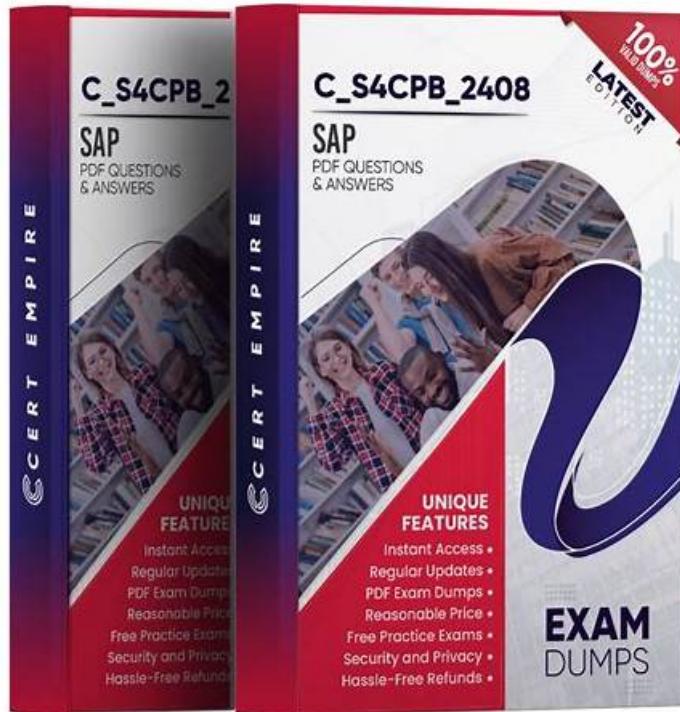


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## SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q66-Q71):

NEW QUESTION # 66

How does an implementation consultant support customer experts during Fit-to-Standard workshops? Note: There are 2 correct answers to this question.

- A. Conduct end-user training on active scope items.
- B. Determine set up instructions for customer-driven integrations.
- C. Demonstrate SAP Best Practice business processes in the starter system
- D. Highlight areas that require configuration or customization decisions.

**Answer: C,D**

#### **NEW QUESTION # 67**

What determines the plan layout in the Planning Apps for Sales (100) scope item? Note: There are 2 correct answers to this question.

- A. Plan data defined by the user
- B. Versions defined by the user
- C. Attributes defined by the user
- D. Dimensions defined by the user

**Answer: C,D**

#### **NEW QUESTION # 68**

How can you define the relationship between business roles and business catalogs?

- A. A business catalog is a collection of one or more business roles.
- B. A business role is a collection of one or more business catalogs.
- C. A business role restricts access to one or more business catalogs.
- D. A business catalog restricts access to one or more business roles.

**Answer: B**

#### **NEW QUESTION # 69**

You are working on a Debit Memo Processing (1F1) process in SAP S/4HANA Cloud Public Edition. Which business role creates the debit memo request?

- A. Billing clerk
- B. Sales manager
- C. Internal sales representative
- D. Accounts payable accountant

**Answer: C**

#### **NEW QUESTION # 70**

What are the main steps in the free of charge delivery process? Note: There are 2 correct answers to this question.

- A. Confirm proof of delivery
- B. Create sales order
- C. Create outbound delivery
- D. Perform delivery split

**Answer: B,C**

#### **NEW QUESTION # 71**

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