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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q25-Q30):

NEW QUESTION # 25

Which time components are used to calculate the confirmed delivery date in a sales order? Note: There are 2 correct answers to this question.

- A. Loading time of the shipping point
- B. Transit time of the route
- C. Transportation lead time of the forwarding agent
- D. Pick/pack time of the warehouse number

Answer: A,B

Explanation:

Time components used to calculate the confirmed delivery date in a sales order include:

A . Loading time of the shipping point: This is the time required to load goods at the shipping point.

B . Transit time of the route: This is the time it takes for goods to be transported from the shipping point to the destination.

NEW QUESTION # 26

Which of the following is a characteristic of a service item in a sales order?

- A. The material has a specific item category group.
- B. The service item has no schedule line assigned.
- C. The Delivering Plant field is not required.
- D. The item in the sales order is blocked for delivery.

Answer: C

Explanation:

A characteristic of a service item in a sales order is:

D . The Delivering Plant field is not required: Since service items do not involve physical inventory, specifying a delivering plant is unnecessary.

NEW QUESTION # 27

Which of the following SAP S/4HANA Sales organizational unit assignments are mandatory? Note: There are 2 correct answers to this question.

- A. Sales office to sales area
- B. Sales group to sales office
- C. Plant to combination of sales organization and distribution channel
- D. Division to sales organization

Answer: C,D

Explanation:

Organizational Structures

NEW QUESTION # 28

How is the link between SAP S/4HANA Sales and SAP S/4HANA Finance set up?

- A. Via the copying control between the invoice and the accounting document
- B. Via a unique assignment of a sales organization to a company code
- C. Via the link between a billing document request and an accounting document
- D. Via the general billing interface available in the system

Answer: B

Explanation:

The link between SAP S/4HANA Sales and SAP S/4HANA Finance is set up:

D . Via a unique assignment of a sales organization to a company code: This linkage ensures that sales transactions in S/4HANA Sales are properly integrated with financial accounting in S/4HANA Finance, facilitating automatic posting of sales-related financial

transactions to the correct company code.

NEW QUESTION # 29

Which of the following is a prerequisite for billing?

- A. You need a sales document type that is configured to be billing relevant.
- **B. You need an order item category that is configured to be billing relevant.**
- C. You need a billing type that is configured to be billing relevant.
- D. You need an billing item category that is configured to be billing relevant.

Answer: B

Explanation:

A prerequisite for billing is:

C . You need an order item category that is configured to be billing relevant: This ensures that items in the order can be included in the billing document based on their category configuration.

NEW QUESTION # 30

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