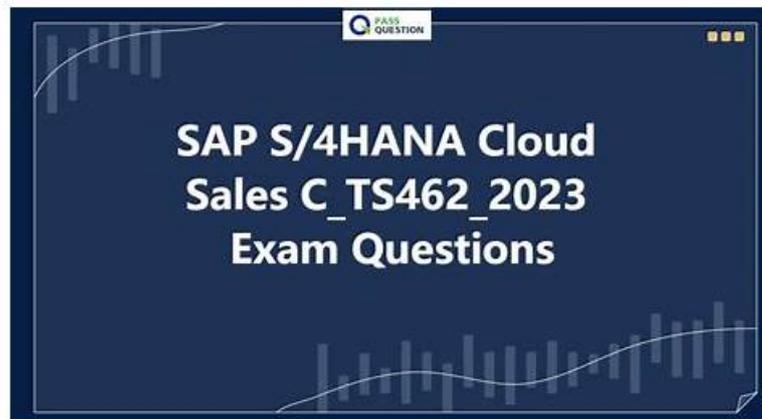


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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q11-Q16):

NEW QUESTION # 11

When you create a business partner, allocation of the business partner number is controlled by a number range assigned to which object?

- A. Account group
- B. Business partner category
- C. Business partner grouping
- D. Business partner role

Answer: C

Explanation:

Number ranges for business partner numbers are defined at the business partner grouping level, which determines how business partners are categorized and numbered in the system.

NEW QUESTION # 12

You want to evaluate sales discount condition records.
Which tool can you use? Note: There are 2 correct answers to this question.

- A. Price lists
- B. Listing
- C. Pricing reports
- D. Manage Prices - Sales app

Answer: A,D

Explanation:
Pricing and condition technique

NEW QUESTION # 13

When an outbound delivery is created for a sales order, from which object does the system determine the default delivery type to be used?

- A. Sales order type
- B. Sales order item category
- C. Shipping point
- D. Shipping conditions

Answer: A

Explanation:
Shipping Process and Customizing

NEW QUESTION # 14

When you create a sales order with reference to a quotation, you want to ensure the entire quotation is always included in the order. Where do you make this setting?

- A. Copying control
- B. Quotation type
- C. Order type
- D. Order item category

Answer: A

Explanation:
Shipping Process and Customizing

NEW QUESTION # 15

You want to ensure that only complete sales documents can be saved.
How can you achieve this?

- A. Set Dialog Message for Incompletion flag in the configuration for the relevant sales document types.
- B. Activate the General option in status groups used in checks for sales document header fields.
- C. Assign an incompleteness procedure to all schedule line categories used in sales.
- D. Set the No Change Possible flag in the partner determination procedure of the sold-to party.

Answer: A

Explanation:

To ensure that only complete sales documents can be saved, the most effective approach is:

A . Set Dialog Message for Incompletion flag in the configuration for the relevant sales document types.

By setting this flag for the sales document types in the configuration, the system will prompt a dialog message for any incomplete fields based on the assigned incompleteness procedures. This will prevent users from saving the sales document until all mandatory fields are filled out, thereby ensuring the completeness of the document.

NEW QUESTION # 16

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