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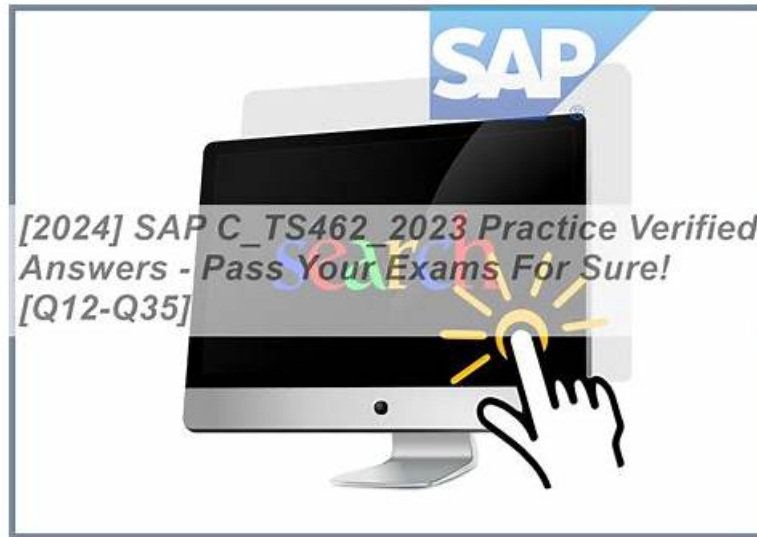

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q18-Q23):

NEW QUESTION # 18
During the material availability check for a sales order item, the ordered quantity is completely confirmed on the required date even though there is only a partial quantity in stock. Which setting could lead to this behavior?

- A. The Without Replenishment Lead Time indicator is not set in the configuration of the scope of availability check.
- B. The Maximum Number of Partial Deliveries indicator is set to 1 in the sales order item.
- C. The With Reservations indicator is set in the configuration of the scope of availability check.
- D. The Complete Delivery indicator is set in the business partner master record and in the customer material info record.

Answer: C

Explanation:

The setting that could lead to the complete confirmation of the ordered quantity despite only partial stock availability is:

D . The With Reservations indicator is set in the configuration of the scope of availability check: This setting might allow the system to confirm the full order quantity based on anticipated stock receipts within the replenishment lead time.

NEW QUESTION # 19

When performing backorder processing, which confirmation strategies can you select? Note: There are 3 correct answers to this question.

- A. Fill
- B. Gain
- C. Obtain
- D. Redistribute
- E. Drop

Answer: A,B,D

NEW QUESTION # 20

When a user creates a sales order with reference to a quotation, a header text must be automatically copied from the sold-to party if it cannot be found in the quotation. If it is copied from the sold-to party, it must be in the sold-to party language. What must you do? Note: There are 3 correct answers to this question.

- A. Assign the text determination procedure to the sales document type.
- B. Ensure that the access sequence reads the sold-to party text first.
- C. Assign an appropriate text type to the sales document type.
- D. In the access sequence, set the partner function language for this text to "sold-to party".
- E. Include the text type with an appropriate access sequence in the text determination procedure.

Answer: A,C,E

Explanation:

To ensure that a header text is automatically copied from the sold-to party to a sales order when it's not found in the quotation, and that it's in the sold-to party's language, you should:

A . Assign an appropriate text type to the sales document type: This ensures that the text field is available and can be populated in the sales document.

D . Include the text type with an appropriate access sequence in the text determination procedure: The access sequence specifies where the system looks for the text, starting with the quotation and then moving to the sold-to party if the text is not found in the quotation.

E . Assign the text determination procedure to the sales document type: This links the text determination rules, including the access sequence and text types, to the specific sales document type being used, ensuring that the text copying behavior is applied whenever a sales order of this type is created.

NEW QUESTION # 21

The delivering plant should be determined automatically for a sales order item.
Which Master Data sources can be used to achieve this? Note: There are 3 correct answers to this question.

- A. Customer material info record
- B. Material determination
- C. Material master
- D. Sold-to party
- E. Ship-to party

Answer: A,C,D

Explanation:
Sales Process and Analytics

NEW QUESTION # 22

You want to set up automatic pricing in a sales order. Which actions should you take to achieve this? Note:
There are 2 correct answers to this question.

- A. Set up condition tables and assign them to the relevant access sequences.
- B. Set up the pricing procedure and assign it to the relevant sales document type.
- C. Set up condition tables and assign them to the relevant condition types.
- D. Set up condition types and assign them to the relevant pricing procedure.

Answer: A,D

NEW QUESTION # 23

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