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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q15-Q20):

NEW QUESTION # 15

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 role
- D. Business partner grouping

Answer: D

Explanation:

NEW QUESTION # 16

What settings should you make to ensure precise scheduling is used when the system performs delivery scheduling? Note: There are 3 correct answers to this question.

- A. Assign a shift sequence to the working times.
- B. Assign a set of working times to the shipping point.
- C. Assign a set of working times to the plant.
- D. Maintain shifts defining the times for starting and ending work.
- E. Maintain the transit time in the route in hours and minutes.

Answer: B,C,E

Explanation:

To ensure precise scheduling during delivery scheduling, the settings should include:

A . Maintain the transit time in the route in hours and minutes: This allows the system to calculate the transportation time with precision.

B . Assign a set of working times to the plant: The working times of the plant determine when goods can be produced or prepared for shipping, impacting scheduling.

E . Assign a set of working times to the shipping point: The working times of the shipping point are crucial for determining when goods can be shipped, affecting delivery dates.

NEW QUESTION # 17

The delivering plant should be determined automatically for a sales order item.

Which sources can be used to achieve this? Note: There are 3 correct answers to this question.

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

Answer: B,C,E

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 Complete Delivery indicator is set in the business partner master record and in the customer material info record.
- D. The With Reservations indicator is set in the configuration of the scope of availability check.

Answer: D

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 determining a storage location during delivery processing, the system uses a rule defined in which of the following?

- A. Shipping point
- B. Outbound delivery type

- C. Outbound delivery item category
- D. Material

Answer: B

NEW QUESTION # 20

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