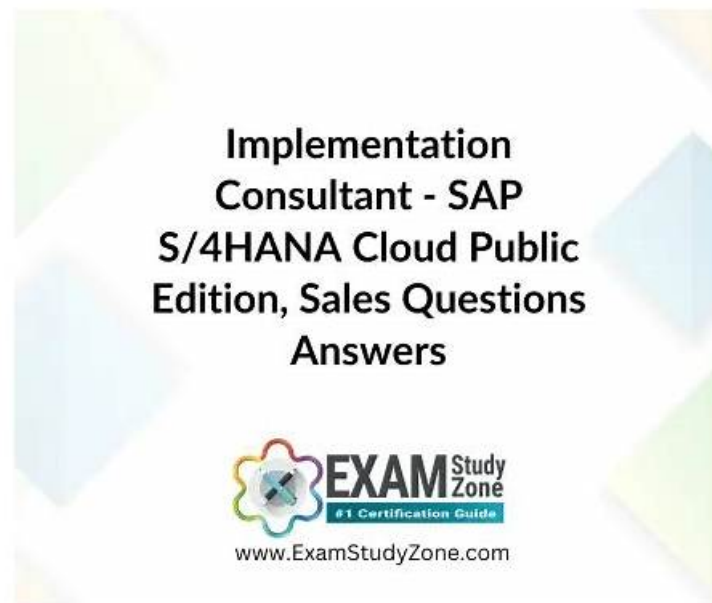


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SAP Certified Associate - Implementation Consultant - SAP S/4HANA Cloud Public Edition, Sales Sample Questions (Q62-Q67):

NEW QUESTION # 62

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

- A. Create outbound delivery
- B. Create sales order

- C. Perform delivery split
- D. Confirm proof of delivery

Answer: A,B

Explanation:

System Landscapes and identity Access Management

NEW QUESTION # 63

In a predictive model for sales, what does the quotation conversion rate measure?

- A. The percentage of net values converted from quotations into sales orders
- B. The percentage of net values converted from quotations into billing documents
- **C. The percentage of the number of orders that was converted from quotations**
- D. The percentage of the number of order items that was converted from quotation items

Answer: C

NEW QUESTION # 64

Which organizational unit do you use to produce materials or provide goods and services?

- **A. Plant**
- B. Sales organization
- C. Company code
- D. Storage location

Answer: A

NEW QUESTION # 65

What needs to be specified when uploading the purchase order file using the Create Sales Orders - Automatic Extraction app?

- A. Company Code
- **B. Sales Organization**
- C. Customer Delivery Date
- D. Customer Name

Answer: B

NEW QUESTION # 66

For which parameter is the percentage of conversion from quotation to order calculated in Predictive Analytics Model Training - Sales (2YJ)?

- A. Net value of invoiced order items
- **B. Net value of order items**
- C. Quantity of invoiced order items
- D. Quantity of order items

Answer: B

NEW QUESTION # 67

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