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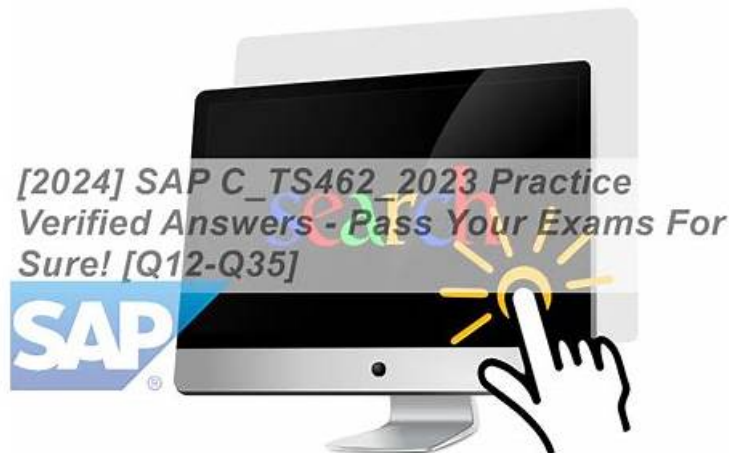
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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q11-Q16):

NEW QUESTION # 11
When performing backorder processing, which confirmation strategies can you select? Note: There are 3 correct answers to this question.

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

- E. Gain

Answer: B,D,E

Explanation:
Confirmation strategies available in backorder processing include:
A . Fill: This strategy aims to completely fulfill as many sales orders as possible.
B . Redistribute: This strategy redistributes available stock among existing orders to optimize order fulfillment.
D . Gain: This strategy focuses on maximizing the fulfillment of high-priority orders, potentially at the expense of lower-priority ones.

NEW QUESTION # 12
Which of the following SAP S/4HANA Sales organizational unit assignments are mandatory? Note: There are
2 correct answers to this question.

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

Answer: B,C

NEW QUESTION # 13
You save a sales order and receive a system message that a business partner of a specific partner function is missing.
Which of the following partner functions can cause this problem? Note: There are 2 correct answers to this question.

- A. Invoicing party (11)
- B. Ordering party (1)
- C. Ship-to party (SH)
- D. Sold-to party (SP)

Answer: C,D

NEW QUESTION # 14
Which fields are used in the determination of the shipping point? Note: There are 3 correct answers to this question.

- A. Plant
- B. Sales document type
- C. Transportation group
- D. Shipping conditions
- E. Loading group

Answer: A,D,E

Explanation:
Shipping Process and Customizing

NEW QUESTION # 15
You want to change the default description of a specific condition type for selected condition records. How can you achieve this?
Note: There are 2 correct answers to this question.

- A. Use the Creation of Pricing Lists app.
- B. Use the Change condition (VK12) transaction.
- C. Use the Manage Prices - Sales app.
- D. Use report COND_AV.

Answer: B,C

Explanation:
To change the default description of a specific condition type for selected condition records, you can:
A . Use the Manage Prices - Sales app: This Fiori app allows for the management and adjustment of pricing conditions, including descriptions.
D . Use the Change condition (VK12) transaction: This transaction allows for the maintenance of condition records, including the ability to modify descriptions.

NEW QUESTION # 16

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