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QUESTION 1

You review the standard behaviour of sales document items. Which of the following sales document items is marked as completely referenced, even if it is only partially referenced? Choose the correct answer.

- A. A sales order item referenced by a delivery
- B. A contract item referenced by a sales order
- C. An inquiry item referenced by a quotation
- D. A quotation item referenced by a sales order

Correct Answer: C

QUESTION 2

Which lead times can you use in delivery scheduling? Choose Two correct answers.

- A. Pick/pack time in a shipping point
- B. Transportation leadtime in a route
- C. Transit time in a shipping condition
- D. Loading time in a plant

Correct Answer: AB

QUESTION 3

Which of the following assignments are possible when you set up organizational units for sales? Choose Three correct answers.

- A. Assign a shipping point to multiple plants.
- B. Assign a plant to multiple company codes.
- C. Assign a plant to multiple sales organizations/distribution channels.
- D. Assign multiple plants to one sales organization/distribution channel.
- E. Assign multiple divisions to one company code.

Correct Answer: ACD

QUESTION 4



You set up partner determination. To which elements do you assign the partner determination procedure? Choose Two correct answers.

- A. Account group
- B. Delivery type
- C. Delivery item category
- D. Customer hierarchy node

Correct Answer: AB

QUESTION 5

Which sales document type do you use to supply specified quantities on defined dates? Choose the correct answer.

- A. Quantity contract
- B. Value contract
- C. Master contract
- D. Scheduling agreement

Correct Answer: D

QUESTION 6

Where do you configure relevance for picking in SAP S/4HANA? Choose the correct answer.

- A. Outbound delivery item category
- B. schedule line category
- C. Material document type
- D. Outbound delivery type

Correct Answer: A

QUESTION 7

How do you establish the interface between SAP S/4HANA Sales and Finance? Choose the correct answer.

- A. Set up the general billing interface.
- B. Assign a sales organization to a company code.
- C. Uniquely assign a distribution channel to a company code.



D. Set up the upload of the billing document request

Correct Answer: A

QUESTION 8

In a standard SAP S/4HANA system, a customer wants to configure output by adding a new field to an existing form. In which case can the form modification be regarded as simple? Choose the correct answer.

- A. The field exists in the communication structure, but its format needs to be changed before it can be integrated into the form.
- B. The field is NOT recognized in the processing program and needs to be added to the communication structure.
- C. The field does NOT yet exist and needs to be added to the database.
- D. The field exists in the communication structure and can be integrated in its existing format.

Correct Answer: D

QUESTION 9

In which sales process is an invoice immediately printed when the sales order is created? Choose the correct answer.

- A. Rush order
- B. Cash sales
- C. Drop shipment
- D. Make-to-order

Correct Answer: B

QUESTION 10

For which master data can you reduce maintenance using the common master data concept? Choose Two correct answers.

- A. Output master record
- B. Customer master record
- C. Condition master record
- D. Customer-material information master record

Correct Answer: BC



QUESTION 11

A customer orders five different materials. Because these materials are available at different dates and times, the customer agrees to partial deliveries where necessary. However, they want to minimize the number of partial deliveries. What should you do to enable partial deliveries for the order, while ensuring as few deliveries as possible? Choose the correct answer.

- A. Set the delivery block until all items are fully confirmed.
- B. Set complete delivery required in the order header.
- C. Set multiple part al deliveries to be allowed for each order item.
- D. Set complete delivery required for each order item.

Correct Answer: C

QUESTION 12

Which of the following elements can you use to influence the item category determination in a sales order? Choose Two correct answers.

- A. Sales area
- B. Material type
- C. Sales document type
- D. Item category group

Correct Answer: CD

QUESTION 13

Your project requires the settlement of a condition contract in SAP S/4HANA. Which of the following settlement types can you use? Choose Three correct answers.

- A. Periodic settlement
- B. Final settlement
- C. Delta settlement
- D. Invoice settlement

Correct Answer: ABC

QUESTION 14

In a delivery-related billing process, how can you force an automatic new price determination during billing document creation? Choose the correct answer.



- A. Select a pricing-relevant billingdocument type.
- B. Select a relevant pricing type in copying control at header level.
- C. Select a relevant pricing type in copying control at item level.
- D. Select a pricing-relevant billing item category.

Correct Answer: C

QUESTION 15

You need texts for shipping in a sales order. These are usually sourced from the ship-to party, but if they are not maintained in the ship-to party, they should be sourced from the sold-to party. Which of the following objects controls this behaviour? Choose the correct answer.

- A. Condition table
- B. Text type
- C. Access sequence
- D. Text determination procedure

Correct Answer: C

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