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SAP Certified Application Associate - SAP S/4HANA Sales 2021 Upskilling

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QUESTION 1

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

A. Item category group

B. Sales document type

C. Sales area

D. Material type

Correct Answer: AB

QUESTION 2

In a customer system, a text item is transferred from a sales order to an outbound delivery. Which setting enables this? Choose the correct answer.

A. The delivery item category must contain a movement type.

B. The sales item category for the text item must contain a movement type.

C. The sales item category must be relevant for delivery.

D. The delivery document type must allow text items.

Correct Answer: D

QUESTION 3

You use the same textelement in a sales order and in the subsequent delivery. What must you customize to ensure that changes to the sales order text are also visible in the delivery text? Choose the correct answer.

A. Data transfer routine for texts

B. Text type

C. Text determination procedure

D. Access sequence

Correct Answer: D

QUESTION 4

Your project uses the new output managementin SAP S/4HANA. What must you create to print the order confirmation immediately after the order is saved? Choose the correct answer.

A. Output message

B. Decision table entry

C. Transmission medium

D. Condition record

Correct Answer: C

QUESTION 5

What can you do with the help of the Manage Billing Documents app? During an ATP check for a sales order item. Choose Two correct answers.

A. Cancel billing documents

B. Post billing documents

C. Approve billing documents

D. Block billing documents

Correct Answer: AB

QUESTION 6

You need to create business partners (BP) to record datarelevant for BP roles Customer and FI Customer. Which organizational elements must you enter to maintain this data? Choose the correct answer.

A. Business area and company code

B. Sales area and controlling area

C. Sales area and company code

D. Credit control area and company code

Correct Answer: C

QUESTION 7

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 8

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 9

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 10

Which of the following are characteristics of the down payment process in SAPS/4HANA? Choose Two correct answers.

A. The down payment process uses a special billing type (FAZ).

B. The down payment uses a special settlement type (OS 11).

C. The down payment process uses periodic billing.

D. The down payment value is a fixed amount or percentage.

Correct Answer: AD

QUESTION 11

Which organizational elements can you configure in Logistics Execution? Choose Three correct answers.

A. Loading point

B. Shipping point

C. Warehouse number

D. Distribution channel

E. Location

Correct Answer: ABC

QUESTION 12

A business user grants his customer a special price. This special price should ignore all possible discounts that may be applicable in a sales order for this customer. What must the business user do? Choose the correct answer.

A. Set the Exclusion indicator in the condition record of the discounts.

B. Set the Exclusion indicator in the condition record for thespecial price.

C. Activate the Condition Update indicator in the condition record of the discounts.

D. Maintain a maximum condition value in the condition record for the special price.

Correct Answer: A

QUESTION 13

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 14

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 15

In SAP Smart Business, the sales process flow can be the starting point for solving issues. Which features does the process flow provide inthis context? Choose Two correct answers.

A. It is possible to open and solve an issue directly from the process flow.

B. The actual status of a document is shown graphically using colours (red/green).

C. Using artificial intelligence (AI), the system predicts the issue status on a certain date using colours.

D. A wizard is available that uses machine learning to help the user with issue solving.

Correct Answer: AB

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