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SAP Certified Application Associate - SAP S/4HANA Sales 1909 Upskilling

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QUESTION 1

Which characteristics apply to listing and exclusion? There are 2 correct answers to this question.

A. A single sales document can have both a listing and exclusion procedures assigned simultaneously

B. An existing condition record for a listing can be switched to an exclusion

C. The listing and exclusion procedures are determined the same way as a pricing procedure in a sales order

D. Listing and exclusion is based on the condition technique

Correct Answer: AD

QUESTION 2

What type of framework is SAP Smart Business? Please choose the correct answer.

A. Open framework

B. Hybrid framework

C. Closed framework

D. Transactional framework

Correct Answer: A

QUESTION 3

Which organizational elements are mandatory for the orcier-to-cash process? There are 2 correct answers to this question.

A. Warehouse number

B. Company code

C. Plant

D. Business area

Correct Answer: BC

QUESTION 4

When you migrate customer information from SAP ERP to SAP S/4HANA, what must you do? Please choose the correct answer.

A. Convert all open sales orders to the new data model

B. Convert all vendors to customer master transactions

C. Convert all customers and vendors to business partners

D. Update all custom code that calls customer master transactions

Correct Answer: C

QUESTION 5

Which SAP Fiori apps are assigned to business role Internal Sales Representative? There are 2 correct answers to this question.

A. Pick Outbound Delivery

B. Manage Sales Quotations

C. Sales Order Fulfillment Monitor

D. Manage Billing Documents

Correct Answer: BC

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