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SAP Certified Application Associate - SAP S/4HANA Sales 2020 Upskilling

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QUESTION 1

Your project requires shipment of several sales orders in one outbound delivery. What must the sales orders have in common? Choose Three correct answers.

A. Ship-to party

B. Warehouse number

C. Route

D. Shipping point

E. Picking location

Correct Answer: ACD

QUESTION 2

You need to trigger freegoods determination in a sales document In a standard SAP S/4HANA system, which elements influence the item category determination of the free goods item (TANN)? Choose Two correct answers.

A. Material price group

B. Higher-level item category

C. Materialqualifies for discount in kind indicator

D. Item usage

Correct Answer: BD

QUESTION 3

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 4

When using new output management in SAP S/4HANA, how does the system process a BRF+ decision table to retrieve the required result? Choose the correct answer.

A. Every condition column is processed in sequence. In each condition column, every row is processed from top to bottom. If the condition in each condition column cells met, the field values in the result columns are returned.

B. Every row is processed in sequence. In each row, every condition column cell is processed from left to right. If the condition in each condition column cell is met, the field values in the result columns are returned.

C. Every row is processed in sequence. In each row, every result column cell is processed from leftto right. If the condition in each result column cell is met, the field values in the condition columns are returned.

D. Every row is processed in sequence. In each row, every condition column cell is processed from right to left. If the condition in eachcondition column cell is met, the field values in the result columns are returned.

Correct Answer: B

QUESTION 5

You have created a sales order in a standard SAP S/4HANA system. Upon saving, you receive a system message that a business partner of a specific partner function ismissing. Which of the following partner functions can cause this problem? Choose Two correct answers.

A. Payer

B. Contact person

C. Bill-to party

D. Forwarding agent

Correct Answer: AC

QUESTION 6

What functionality is used to make sales order items available to MRP? Choose the correct answer.

A. Transfer of order volume

B. Transfer of availability

C. Transfer of material planning

D. Transfer of requirements

Correct Answer: D

QUESTION 7

Which organizational units must you set up for billing? Choose Two correct answers.

A. Profit centre

B. Company code

C. Sales area

D. Business area

Correct Answer: BC

QUESTION 8

Your project requires that a new text element from the business partner master record is automatically copied into the header information in sales orders. What must you do? Choose Two correct answers.

A. Create a condition master record for the new text type.

B. Assign a text determination procedure to the sales document type.

C. Assign the required text type with an appropriate access sequence to the text determination procedure.

D. Assign a text determination procedure to the sales item category.

Correct Answer: AB

QUESTION 9

Youmust ensure that a bill of material will explode to generate sub-items in as ales order. What controls this functionality? Choose the correct answer.

A. The item category group of the material master in the sub-item

B. The item usage during the item category determination of each sub-item

C. The item type in the item category of the main item

D. The structure scope in the item category of the main item

Correct Answer: D

QUESTION 10

A customer usually prefers complete delivery of a sales order. When creating a particular order, however, the customer wouldlike to make an exception and allow partial deliveries. How would you proceed to do this? Choose the correct answer.

A. Deselect the Complete Delivery flag in the sales order itself.

B. Deselect the Complete Delivery flag in the business partner master record.

C. Deselect the Complete Delivery flag in the outbound delivery.

D. Deselect the Complete Delivery flag in the customer-material info record.

Correct Answer: A

QUESTION 11

To which of the following elements can you assign an incompleteness procedure? Choose Three correct answers.

A. Partner function

B. Schedule line category

C. Billing type

D. Partner type

E. Delivery type

Correct Answer: ABE

QUESTION 12

In complaints processing in a standard SAP S/4HANA system, which documents can only be created with reference to a billing document? Choose Two correct answers.

A. Invoice correction request

B. Credit memo request

C. Invoice cancellation

D. Subsequentdelivery free of charge

Correct Answer: AC

QUESTION 13

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. Whichof 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

QUESTION 14

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 aplant 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 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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