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QUESTION 1

A credit memo request was created for a customer\\'s sales order. What must a business user do to create the respective credit memo? Choose Two correct answers.

- A. Create the credit memo with reference to the sales order.
- B. Create the credit memo with reference to the credit memo request.
- C. Ensure the billing block on the credit memo request is removed.
- D. Ensure an order reason is entered in the credit memo request item.

Correct Answer: BC

QUESTION 2

Which master data can you use for automatic determination of the delivering plant in a sales order? Choose Three correct answers.

- A. Ship-to party
- B. Customer hierarchy
- C. Sold-to party
- D. Material master
- E. Customer material info record

Correct Answer: ADE

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

Correct Answer: CD

QUESTION 4



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Your project requires a rushorder process in which a delivery document is automatically created immediately after the sales order is saved. In which customizing object do you activate this? Choo the correct answer.

- A. Sales document type
- B. Schedule line category
- C. Sales item category
- D. Copy control

Correct Answer: A

QUESTION 5

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 6

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 7

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



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- B. Credit memo request
- C. Invoice cancellation
- D. Subsequentdelivery free of charge

Correct Answer: AC

QUESTION 8

In SAP S/4HANA which technologies can you use to set up output for abilling document? Choose Two correct answers.

- A. Omnichannel convergent billing
- B. SAP Workflow
- C. BRF+ (Business Rules Framework plus)
- D. NAST

Correct Answer: CD

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

Your project requires confirmation of sales order quantities for certain materials even if the stock of those materials is currently below the safe y stock level. Where do you configure this? Choose the correct answer.

- A. The Special Stock indicator in the Item category
- B. The Item Category group in the material master
- C. The Checking rule at transaction level
- D. The scope of the availability check

Correct Answer: D



QUESTION 11

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 12

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

Correct Answer: D

QUESTION 13

Which confirmation strategies can you select when executing backorder processing (BOP)? Choose Three correct answers.

- A. Fail
- B. Lose
- C. Split
- D. Fill
- E. Win

Correct Answer: BDE



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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

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

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