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QUESTION 1

Which of the following sequences describe a part of a sales process? There are 2 correct answers to this question.

- A. Quotation --> Warehouse Order --> Post goods issue --> Invoice
- B. Invoice --> Invoice correction request --> Post goods issue --> Invoice
- C. Cash sales --> Delivery --> Post goods issue --> Invoice --> Post financial accounting
- D. Delivery --> Post goods issue --> Invoice --> Invoice cancellation

Correct Answer: CD

QUESTION 2

Your customer wants to ship as much material as possible on a requested date and does NOT want any subsequent deliveries in case of shortage.

What do you set to achieve this requirement?

Please choose the correct answer.

- A. The "No limit to subsequent deliveries" indicator
- B. The "Complete delivery" indicator in the sales order header
- C. The "Only complete delivery (per item) allowed" indicator
- D. The "One delivery with quantity greater than zero has to be created" indicator

Correct Answer: D

QUESTION 3

What does the account group control when you create a new customer role in the business partner master? Please choose the correct answer.

- A. Hidden fields
- B. Number range
- C. Partner determination procedure
- D. Currency type

Correct Answer: B



QUESTION 4

What does S/4HANA use by default for billing output management? Please choose the correct answer.

- A. Adobe forms
- B. Condition technique, based on the NAST table
- C. Business rule framework +
- D. SAP cloud platform document service

Correct Answer: C

QUESTION 5

There are already sales orders in the system. You increase the price of your products and want to invoice the new price for all unbilled sales orders. How can you achieve this? Please choose the correct answer.

- A. Use an invoice list for billing
- B. Use the billing due list for billing
- C. Set the pricing type in the copy control for the billing documents
- D. Set the pricing type in the category in the billing documents

Correct Answer: C

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