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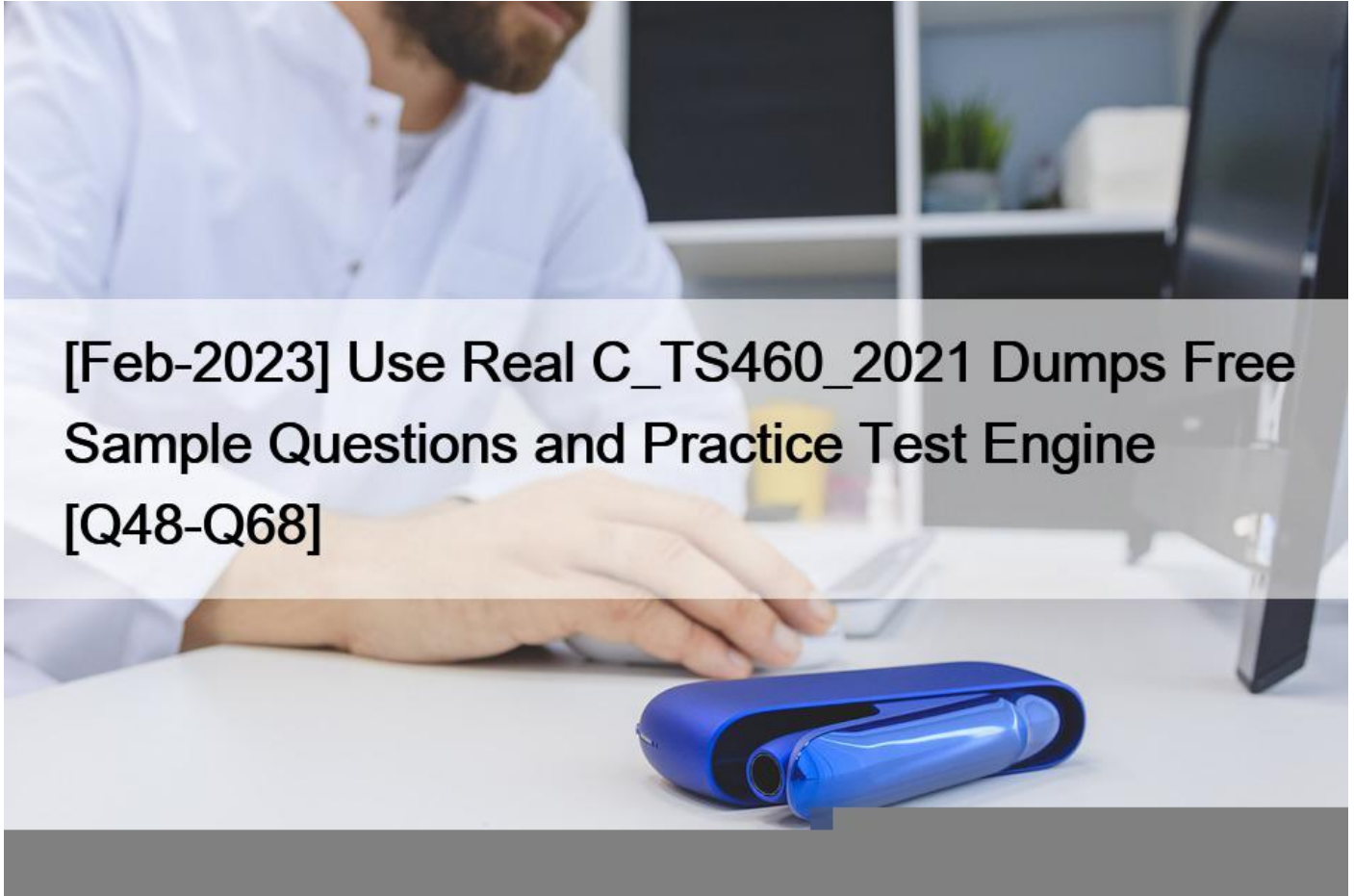

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NEW QUESTION 48

You want to create a discount that will only apply to a customer’s first order, and then be automatically deactivated.Where do you activate this?

* In the pricing procedure
* In the condition table
* In the access sequence
* In the condition type

NEW QUESTION 49

In a sales order, which parameter can be used for route determination?

* The transportation group of the plant
* The shipping conditions of the material

* The departure zone of the shipping point
* The loading group of the ship-to party

NEW QUESTION 50

What can you do in the SAP Fiori app Sales Order Fulfillment Issues? Note: There are 2 correct answers to this question.
* Use natural language processing to update sales orders
* Check and edit the payment terms on header and/or item level.
* Monitor sales orders in critical stages
* Create a new sales order

NEW QUESTION 51

What is the purpose of the partner type in partner determination?
* To identify whether a partner is mandatory in the business transaction
* To represent the roles the partners play in the business transact
* To identify the area of master data in which the partner’s details are stored
* To assign the partner number in the customer master

NEW QUESTION 52

Which characteristics apply to listing and exclusion functionality? Note: There are 2 correct answers to this question.
* Listing and exclusion is based on BRFplus tables.
* The sales document type determines whether the system must check the material listing.
* a single sales document can have both listing and exclusion procedures assigned simultaneously.
* The listing and exclusion procedures are determined in the same way as a free goods determination procedure in a sales order.

NEW QUESTION 53

If changes are made to the customer master data after sales document creation, which of the following will be updated automatically in the sales document?
* Confirmed delivery date
* Delivering plant
* Address
* Pricing

NEW QUESTION 54

Which of the following conditions can be manually adjusted in an order? Note: There are 2 correct answers to this question
* Cost/Internal Price (VPRS)
* Order Value (HMOO)
* Minimum Price (PMIN)
* Minimum Value Surcharge (AMIZ)

NEW QUESTION 55

When creating a sales document with reference, you want the system to automatically copy schedule lines from the source sales document into the target sales document. Where in Customizing would you activate this?
* In copy control at item level
* In the item category

* In the schedule line category
* In copy control at schedule line level

NEW QUESTION 56

When scheduling a sales order for delivery, which lead times are obtained from the route? Note: There are 2 correct answers to this question.
* Pick/pack time
* Transit time
* Transportation lead time
* Loading time

NEW QUESTION 57

Where can you set a condition exclusion indicator? Note: There are 2 correct answers to this question.
* In the condition type
* In the condition record
* In the access sequence
* In the pricing procedure

NEW QUESTION 58

What are some of the characteristics of text determination? Note: There are 2 correct answers to this question.
* Customer text types are determined by the access sequence in the text determination procedure.
* The text type in the text determination procedure can be set to appear in a pop-up window during copying
* Each step in the access sequence has a text type as its source.
* Pricing condition record texts can be used as a standard text source

NEW QUESTION 59

You wish to use advanced Available-to-Promise (aATP) in your SAP S/4HANA project. Which of the following are characteristics of this functionality?

Note: There are 3 correct answers to this question
* Alternative-based confirmation (ABC) in aATP can be used to determine an alternative plant automatically.
* aATP requires a dedicated license.
* aATP is activated in the Availability Check Group field.
* aATP is activated in the sales document type.
* aATP is activated in the schedule line category.

NEW QUESTION 60

Which elements are used for pricing procedure determination? Note: There are 3 correct answers to this question
* Customer
* Sales document type
* Material master
* Sales area
* Sales group

NEW QUESTION 61

Which statements apply to shipping points in the SAP S/4HANA system? Note: There are 2 correct answers to this question.

* A shipping point contains the pick/pack time and the transportation lead time.
* Each shipping point is always assigned to exactly one plant.
* shipping point is assigned to one or more plants.
* Shipping points are required for outbound delivery processing.

NEW QUESTION 62

A customer is configuring the organizational structure in their SAP S/4HANA system. For their order- to-cash process, they would like to use sales groups for reporting purposes. To what object is a sales group assigned?

* Sales office
* Sales area
* Sales organization
* Business partner

NEW QUESTION 63

You create a condition master record based on a condition type. Which parameters are controlled at the condition type level? Note: There are 3 correct answers to this question.

* Validity period
* Scales
* Condition class
* Exclusive
* Statistical

NEW QUESTION 64

What does the schedule line category control? Note: There are 3 correct answers to this question.

* Relevant for picking
* Item relevant for delivery
* Delivery block
* Purchasing document type
* Storage location required

NEW QUESTION 65

When creating a returns delivery, the business wants the goods to be placed into quality inspection instead of returns stock. Which field would have to be changed to achieve this?

* Movement type
* MRP type
* Requirements type
* Item type

NEW QUESTION 66

How can you use tile groups to personalize the SAP Fiori launchpad for a user? Note: There are 2 correct answers to this question.

* Add tiles from a catalog to a group
* Add a group from a catalog to a tile
* Add different catalogs to a group

* Create a group centrally in the system

NEW QUESTION 67

Which tools are available within SAP S/4HANA to support operational reporting? Note: There are 2 correct answers to this question.
* SAP Smart Business cockpit
* SAP Analytics Cloud
* SAP Lumira Designer
* Query Browser

NEW QUESTION 68

Which of the following are characteristics of a make-to-order sales process (without assembly processing)?

Note: There are 2 correct answers to this question
* make-to-order sales order is planned as an individual customer requirement.
* Materials produced are received into sales order-specific stock.
* Goods issues are posted referencing the sales order itself
* There is no transfer of requirements to production planning.

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