



Vendor: SAP

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Exam Name: SAP Certified Application Associate - SAP
S/4HANA Sales 2021 Upskilling

Version: DEMO

QUESTION 1

Which fields must contain the same values for multiple sales orders and/or deliveries so that they can be combined into one billing document? Note: There are 3 correct answers to this question

- A. Shipping point
- B. Material group
- C. Bill-to party
- D. Terms of payment
- E. Company code

Answer: CDE

QUESTION 2

In the event of a material shortage, your customer wants you to ship as much material as possible on the requested date, while still requiring eventual delivery of the full ordered quantity. What do you set to achieve this requirement?

- A. The Partial Delivery Allowed indicator
- B. The Complete Delivery indicator in the sales order header
- C. The Unlimited Tolerance indicator
- D. The Only Complete Delivery Allowed indicator

Answer: A

QUESTION 3

You purchase materials from a third party supplier for sale and delivery to your customers. You want to ensure that creation of a sales order automatically results in the creation of a purchasing document. How can you do this? Note: There are 2 correct answers to this question.

- A. Use an item category in which the Item Relevant for Delivery field is set.
- B. Use a sales document type in which the Reference Mandatory field is activated.
- C. Use a schedule line category in which a purchasing document type is specified.
- D. Use an item category in which the Schedule Lines Allowed field is activated.

Answer: CD

QUESTION 4

Which tools are available within SAP S/4HANA to support operational reporting? Note: There are 2 correct answers to this question.

- A. SAP Smart Business cockpit
- B. SAP Analytics Cloud
- C. SAP Lumira Designer
- D. Query Browser

Answer: BD

QUESTION 5

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.

- A. Validity period
- B. Scales
- C. Condition class
- D. Exclusive
- E. Statistical

Answer: ABD

QUESTION 6

Which of the following are simplifications in the SAP S/4HANA Sales data model? Note: There are 2 correct answers to this question.

- A. The SD Document Category field has been extended to 4 characters.
- B. Status tables VBUK and VBUP have been eliminated.
- C. Pricing elements are stored in table KONV.
- D. The sales document header and item tables VBAK and VBAP have been combined.

Answer: AB

QUESTION 7

You want to combine items from different sales orders into one delivery document. Which fields need to have the same values in every sales order item you want to combine? Note: There are 2 correct answers to this question.

- A. Transportation zone
- B. Shipping point
- C. Incoterms
- D. Terms of payment

Answer: BC

QUESTION 8

Which of the following are valid combinations of fields for determining the item category for a sales document item? Note: There are 3 correct answers to this question.

- A. Sales Document Type, Division, Usage, and Higher Level Item Category
- B. Sales Document Type and Item Category Group
- C. Sales Document Type, Item Category Group, Usage, and Higher Level Item Category
- D. Sales Document Type, Item Category Group, and Division
- E. Sales Document Type and Usage

Answer: BCE

QUESTION 9

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?

- A. Confirmed delivery date
- B. Delivering plant
- C. Address
- D. Pricing

Answer: C

QUESTION 10

Which integration platform in SAP S/4HANA Sales supports the usage of credit cards and real-time payments?

- A. SAP Customer Experience
- B. SAP Ariba
- C. SAP Credit Management
- D. SAP Digital Payments Add-on

Answer: D

QUESTION 11

Which of the following are part of the SAP Business Technology Platform? Note: There are 3 correct answers to this question.

- A. Cloud platform
- B. Machine learning
- C. Internet of Things
- D. Design thinking
- E. Blockchain

Answer: ABC

QUESTION 12

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

- A. Add tiles from a catalog to a group
- B. Add a group from a catalog to a tile
- C. Add different catalogs to a group
- D. Create a group centrally in the system

Answer: BD

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