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## Question 1

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### Question Type: MultipleChoice

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When a user creates a sales order with reference to a quotation, a header text must be automatically copied from the sold-to party if it cannot be found in the quotation. If it is copied from the sold-to party, it must be in the sold-to party language. What must you do? Note: There are 3 correct answers to this question.

### Options:

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- A- Assign an appropriate text type to the sales document type.
- B- Ensure that the access sequence reads the sold-to party text first.
- C- In the access sequence, set the partner function language for this text to 'sold-to party'.
- D- Include the text type with an appropriate access sequence in the text determination procedure.
- E- Assign the text determination procedure to the sales document type.

### Answer:

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A, D, E

## Question 2

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**Question Type: MultipleChoice**

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You want to be able to create and goods issue an outbound delivery for a sales order. What settings should you make? Note: There are 3 correct answers to this question.

**Options:**

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- A-** Activate schedule lines allowed in the order item category.
- B-** Set the schedule line category to be relevant for delivery.
- C-** Set the order item category to be relevant for delivery.
- D-** Define the goods movement type in the delivery item category.
- E-** Define the goods movement type in the schedule line category.

**Answer:**

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A, B, C

## Question 3

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**Question Type: MultipleChoice**

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The delivering plant should be determined automatically for a sales order item. Which master data sources can be used to achieve this?

Note: There are 3 correct answers to this question.

**Options:**

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

**Answer:**

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A, C, E

## Question 4

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**Question Type:** MultipleChoice

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Which of the following SAP S/4HANA Sales organizational unit assignments are mandatory? Note: There are 2 correct answers to this question.

**Options:**

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- A- Division to sales organization
- B- Plant to combination of sales organization and distribution channel
- C- Sales office to sales area
- D- Sales group to sales office

**Answer:**

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A, B

## Question 5

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**Question Type: MultipleChoice**

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Which of the following basic functions are based on the condition technique? Note: There are 3 correct answers to this question.

**Options:**

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- A- Partner determination
- B- Listing and exclusion
- C- Account determination
- D- Free goods
- E- Incompletion processing

**Answer:**

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A, B, C

## Question 6

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**Question Type: MultipleChoice**

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What settings should you make to ensure precise scheduling is used when the system performs delivery scheduling? Note: There are 3 correct answers to this question.

**Options:**

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- A- Maintain the transit time in the route in hours and minutes.
- B- Assign a set of working times to the plant.
- C- Maintain shifts defining the times for starting and ending work.
- D- Assign a shift sequence to the working times.
- E- Assign a set of working times to the shipping point.

**Answer:**

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B, C, E

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