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NEW QUESTION: 1

In a predictive model for sales, what does the quotation conversion rate measure?

- A. The percentage of net values converted from quotations into sales orders
- B. The percentage of the number of orders that was converted from quotations
- C. The percentage of net values converted from quotations into billing documents
- D. The percentage of the number of order items that was converted from quotation items

Answer: (SHOW ANSWER)

NEW QUESTION: 2

Which of the following SAP Fiori apps are part of the Convergent Billing process? Note: There are 2 correct answers to this question.

- A. Manage Billing Documents
- B. Test Billing Document Request API
- C. My Inbox - All Items
- D. Manage Billing Document Requests

Answer: B,D (LEAVE A REPLY)

NEW QUESTION: 3

You are working on a Sales Order Processing with Collective Billing (BKZ) process in SAP S/4HANA Cloud Public Edition.

Which of the following criteria always prevent the combination of multiple sales orders into a single outbound delivery? Note: There are 2 correct answers to this question.

- A. Shipping point

- B. Plant
- C. Ship-to party
- D. Payment terms

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 4

What does Convergent Billing allow you to combine in a unique invoice?

- A. Multiple billing cycles
- B. Discounts and promotional offers
- C. Multiple services or products from different accounts
- D. Different customer payment methods

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 5

An SAP Fiori app isn't displaying on the SAP Fiori Launchpad even though the business role granting permission to the app is correctly assigned to the user.

How would you troubleshoot? Note: There are 3 correct answers to this question.

- A. Check the business role template.
- B. Check the business catalogues assigned to the role.
- C. Check the Role Maintenance app.
- D. Check the space and page(s) assigned to the role.
- E. Check the restrictions for the role.

Answer: A,B,C ([LEAVE A REPLY](#))

NEW QUESTION: 6

In SAP Central Business Configuration, which activities can you perform in the Product-Specific Configuration Phase? Note: There are 3 correct answers to this question.

- A. Add new sales organizations.
- B. Create new scope items.
- C. Add blocking reasons for billing.
- D. Modify building blocks.
- E. Change approval thresholds.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 7

What are some characteristics of the SAP S/4HANA Migration Cockpit? Note: There are 2 correct answers to this question.

- A. Guidance and simulation of the migration process
- B. Mapping source values to SAP S/4HANA target values
- C. Combining the local and remote schema approaches into one migration project
- D. Extensibility using the Legacy System Migration Workbench

Answer: A,B ([LEAVE A REPLY](#))

NEW QUESTION: 8

Which factors are taken into account in determination of the pricing procedure in SAP S/4HANA Sales? Note: There are 2 correct answers to this question.

- A. Customer Pricing Group
- B. Customer Account Group
- C. Document Pricing Procedure
- D. Sales Area

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 9

Which of the following documents can be used as a reference to create debit memo requests? Note: There are 2 correct answers to this question.

- A. Delivery document
- B. Quantity contract
- C. Sales order
- D. Billing document

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 10

You are running the Sales Order Processing with Customer Down Payment (BKJ) process. Who creates the down payment request?

- A. Internal sales representative
- B. Accounts receivable accountant
- C. Shipping specialist
- D. Billing clerk

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 11

Which of the following systems are used to implement SAP S/4HANA Cloud Public Edition for a customer?

Note: There are 3 correct answers to this question.

- A. Trial system
- B. Development system
- C. Sandbox system
- D. Test system
- E. Starter system

Answer: B,D,E ([LEAVE A REPLY](#))

System Landscapes and Identity Access Management

NEW QUESTION: 12

When you transact through the Sell from Stock (BD9) process, which system criteria contribute to the automatic route determination for the delivery-relevant items in the sales order? Note: There are 3 correct answers to this question.

- A. The transportation zone from the business partner master record of the sold-to party.
- B. The loading group from the material master record
- C. The shipping condition from the business partner master record of the sold-to party
- D. The transportation group from the material master record
- E. The departure zone of the shipping point

Answer: [\(SHOW ANSWER\)](#)

NEW QUESTION: 13

Which business roles are relevant for the SAP Fiori Analytical Apps for Sales (1BS) process? Note: There are 3 correct answers to this question.

- A. Returns Clerk
- B. Internal sales representative
- C. Billing Clerk
- D. Sales Manager
- E. Shipping Specialist

Answer: A,B,D [\(LEAVE A REPLY\)](#)

NEW QUESTION: 14

How many days are system activity records retained in the application log of the Create Sales Orders - Automatic Extraction app?

- A. Last 90 days
- B. Last 60 days
- C. Last 30 days
- D. Last 100 days

Answer: C [\(LEAVE A REPLY\)](#)

NEW QUESTION: 15

You are working on an Invoice Correction Process with Credit Memo (BKL) process in SAP S/4HANA Cloud Public Edition.

What does the Create Credit Memo Request process step indicate?

- A. The customer has made a request for credit
- B. A credit note has been authorized
- C. The customer intends to return goods
- D. The customer will receive replacement goods

Answer: A [\(LEAVE A REPLY\)](#)

NEW QUESTION: 16

When you execute the Sell from Stock (BD9) process, which criteria determine the shipping point in the sales order? Note: There are 3 correct answers to this question.

- A. The delivering plant determined or entered in the sales order item
- B. The shipping condition from the business partner master record of the sold-to party
- C. The loading group from the material master record
- D. The transportation group from the material master record
- E. The transportation zone from the business partner master record of the ship-to party

Answer: ([SHOW ANSWER](#))

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NEW QUESTION: 17

Which file formats can be uploaded for purchase orders when using the Create Sales Orders - Automatic Extraction app?

- A. PDF or Image format
- B. HTML or XML format
- C. Text or CSV format
- D. Word or Excel format

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 18

What are some characteristics of public cloud? Note: There are 2 correct answers to this question.

- A. Perpetual license
- B. Lower total cost of ownership
- C. Multi-tenant server
- D. Software installation on customer site

Answer: B,C ([LEAVE A REPLY](#))

NEW QUESTION: 19

Which activities can you complete in the Maintain Business Roles SAP Fiori app?? Note: There are 2 correct answers to this question.

- A. Assign PFCG profiles to a business role

- B. Assign business catalogs to a business role
- C. Maintain technical catalogs
- D. Maintain restrictions

Answer: B,D ([LEAVE A REPLY](#))

NEW QUESTION: 20

When configuring pricing, which controls and settings are available in the definition of condition types? Note: There are 3 correct answers to this question.

- A. Account Key
- B. Condition Table
- C. Condition Class
- D. Calculation Type
- E. Access Sequence

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 21

An SAP Fiori app isn't displaying on the SAP Fiori Launchpad even though the business role granting permission to the app is correctly assigned to the user. How would you troubleshoot? Note: There are 3 correct answers to this question.

- A. Check the business role template.
- B. Check the restrictions for the role.
- C. Check the Role Maintenance app.
- D. Check the space and page(s) assigned to the role.
- E. Check the business catalogues assigned to the role.

Answer: ([SHOW ANSWER](#))

System Landscapes and Identity Access Management

NEW QUESTION: 22

When configuring pricing, which controls and settings are available in the definition of condition types? Note:

There are 3 correct answers to this question.

- A. Condition Table
- B. Account Key
- C. Access Sequence
- D. Calculation Type
- E. Condition Class

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 23

Which of the following activities are completed in the Realize phase of the SAP Activate Methodology? Note: There are 2 correct answers to this question.

- A. Set up manual test cases in SAP Cloud ALM
- B. Gather perceived change impact feedback
- C. Enter configuration values in SAP Central Business Configuration
- D. Demonstrate where to find business process documentation

Answer: [\(SHOW ANSWER\)](#)

NEW QUESTION: 24

You are working on a Sale from Stock (BD9) process in SAP S/4HANA Cloud Public Edition.

Which of the following process steps is the shipping specials responsible for? Note: There are 2 correct answers to this question.

- A. Check the notifications
- B. Run Advanced Available-to-Promise
- C. Create outbound delivery
- D. Add freight costs

Answer: C,D [\(LEAVE A REPLY\)](#)

NEW QUESTION: 25

You use the SAP Fiori Analytical Apps for Sales (1BS) in SAP S/4HANA Cloud Public Edition. What information do these analytical apps provide in the Order-to-Cash process?

Note: There are 2 correct answers to this question.

- A. The current status of the customer's credit limit
- B. The current status of sales orders, quotations, and back orders
- C. The current status of sales volumes and profit margins
- D. The current status of warehouse stock levels

Answer: A,C [\(LEAVE A REPLY\)](#)

NEW QUESTION: 26

When using the Local SAP S/4HANA Database Schema migration approach, what is the maximum file size?

Note: There are 2 correct answers to this question.

- A. 100 MB per file
- B. 160 MB per ZIP file
- C. 160 MB per file
- D. 100 MB per ZIP file

Answer: A,D [\(LEAVE A REPLY\)](#)

NEW QUESTION: 27

In which application can you see the available business context capacity remaining for extension items?

- A. Custom Reusable Elements app

- B. Extensibility Inventory app
- C. Extensibility Explorer app
- D. Extensibility Cockpit app

Answer: D ([LEAVE A REPLY](#))

Extensibility and integration

NEW QUESTION: 28

Depending on the resolution agreed with the customer, which further process steps can be automated in SAP S/4HANA Returns Management when a return order is created? Note:

There are 2 correct answers to this question.

- A. Creation of a returns delivery
- B. Shipment of replacement goods to the customer
- C. Issue of a refund to the customer's account
- D. Inspection of returned goods

Answer: B,C ([LEAVE A REPLY](#))

NEW QUESTION: 29

In which type of extensibility is the SAP Business Technology Platform used to host a custom extension?

- A. Developer extensibility
- B. Key user extensibility
- C. Side-by-side extensibility
- D. Classic extensibility

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 30

What determines the plan layout in the Planning Apps for Sales (100) scope item? Note:

There are 2 correct answers to this question.

- A. Attributes defined by the user
- B. Dimensions defined by the user
- C. Plan data defined by the user
- D. Versions defined by the user

Answer: A,B ([LEAVE A REPLY](#))

NEW QUESTION: 31

Which fields in the Sales Order Request are header-level? Note: There are 3 correct answers to this question.

- A. Purchase Order Number
- B. Sales Organization
- C. Product
- D. Requested Quantity

E. Sales Order Type

Answer: ([SHOW ANSWER](#))

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NEW QUESTION: 32

Which item field is required in a complete sales order request?

- A. Shipping method
- B. Sales area
- C. Requested quantity
- D. PO number

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 33

When you create a sales order item, in which sequence is the master data read to determine the delivering plant?

- A. Customer master → Material master → Sales order header
- B. Sales order header → Customer master → Material master
- C. Sales area → Shipping conditions → Plant determination
- D. Sales order → Delivery plant → Material master

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 34

What does a partner line of business configuration expert reference when identifying business processes to cover in the Fit-to-Standard workshops?

- A. SAP Signavio Journey Modeler
- B. Business Driven Configuration Questionnaire
- C. Digital Discovery Assessment
- D. SAP Signavio Process Collaboration Hub

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 35

You evaluate a predictive model.

What is the value range of predictive power and prediction confidence?

- A. From 0 to 100
- B. From 0 to 1
- C. From 0 to 10
- D. From 0 to 1000

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 36

Based on the SAP Activate methodology, which activities must you perform in the Explore phase? Note: There are 2 correct answers to this question.

- A. Conduct the Fit-to-Standard analysis to gather configuration values.
- B. Use the Test system to demonstrate SAP Best Practice processes.
- C. Define the organizational structure and chart of accounts.
- D. Conduct the Digital Discovery Assessment to identify extension requirements.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 37

Which organizational element determines that the sales area can belong to only one company code?

- A. Distribution channel
- B. Division
- C. Plant
- D. Sales organization

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 38

Which steps are part of the Sales Processing using Third-Party without Shipping Notification (BDK) process? Note: There are 3 correct answers to this question.

- A. Enter vendor invoice
- B. Create billing document
- C. Create inbound delivery
- D. Approve and release purchase order
- E. Create outbound delivery

Answer: A,B,D ([LEAVE A REPLY](#))

NEW QUESTION: 39

When using the Local SAP S/4HANA Database Schema migration approach, what is the maximum file size? Note: There are 2 correct answers to this question.

- A. 100 MB per file
- B. 160 MB per file
- C. 100 MB per ZIP file
- D. 160 MB per ZIP file

Answer: A,C ([LEAVE A REPLY](#))

NEW QUESTION: 40

You are working on a Sales Order Processing with Collective Billing (BKZ) process in SAP S/4HANA Cloud Public Edition.

Which of the following split criteria always prevent the combination of multiple sales orders into a single outbound delivery? Note: There are 2 correct answers to this question.

- A. Payment term
- B. Plant
- C. Ship-to party
- D. Shipping point

Answer: C,D ([LEAVE A REPLY](#))

NEW QUESTION: 41

How can you migrate data to SAP S/4HANA Cloud Public Edition? Note: There are 2 correct answers to this question.

- A. With a separate SAP HANA database
- B. With Core Data Services
- C. With the zero downtime service
- D. With XML or CSV templates

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 42

You need to request and manage a customer down payment.

What action do you perform during sales order entry?

- A. Create a sales order with a dedicated order type.
- B. Enter an appropriate item in the billing plan of the sales order.
- C. Mark the down payment checkbox at item level.
- D. Enter a specific condition in the pricing procedure of the sales order.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 43

After integration requirements have been finalized, what is used to analyze, design, and document the integration strategy?

- A. SAP Business Accelerator Hub
- B. Integration and API List
- C. SAP Cloud ALM Requirements app
- D. Integration Solution Advisory Methodology

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 44

You are working on an Invoice Correction Process with Credit Memo (BKL) process in SAP S/4HANA Cloud Public Edition.

What does the Create Credit Memo Request process step indicate?

- A. Authorization to release a credit note
- B. Customer's intention to return the goods
- C. Intention to credit the customer
- D. Intention to replace the returned goods

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 45

Which of the following systems are used to implement SAP S/4HANA Cloud Public Edition for a customer? Note: There are 3 correct answers to this question.

- A. Development system
- B. Test system
- C. Trial system
- D. Sandbox system
- E. Starter system

Answer: B,C,E ([LEAVE A REPLY](#))

NEW QUESTION: 46

Which levels constitute the structure of a sales order?

- A. Customer, Material, Inventory
- B. Sales organization, Distribution channel, Division
- C. Order, Delivery, Billing
- D. Header, Item, Schedule line

Answer: D ([LEAVE A REPLY](#))

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NEW QUESTION: 47

What tools enable non-developers to create low/no-code extensions? Note: There are 2 correct answers to this question.

- A. SAP Build
- B. SAP Business Application Studio

C. SAP Fiori extensibility apps

D. SAP Cloud SDK

Answer: (SHOW ANSWER)

Extensibility and integration

NEW QUESTION: 48

During Convergent Billing (1MC), you need to combine multiple documents in a subsequent billing document.

Which of the following document item characteristics must be identical? Note: There are 2 correct answers to this question.

A. Payer

B. Incoterms

C. Billing date

D. Ship-to party

Answer: A,C (LEAVE A REPLY)

NEW QUESTION: 49

You save a sales order in Sales Processing using Third-Party without Shipping Notification (BDK). What is automatically created for each relevant third party?

A. Purchase order

B. Delivery

C. Billing document

D. Purchase requisition

Answer: D (LEAVE A REPLY)

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