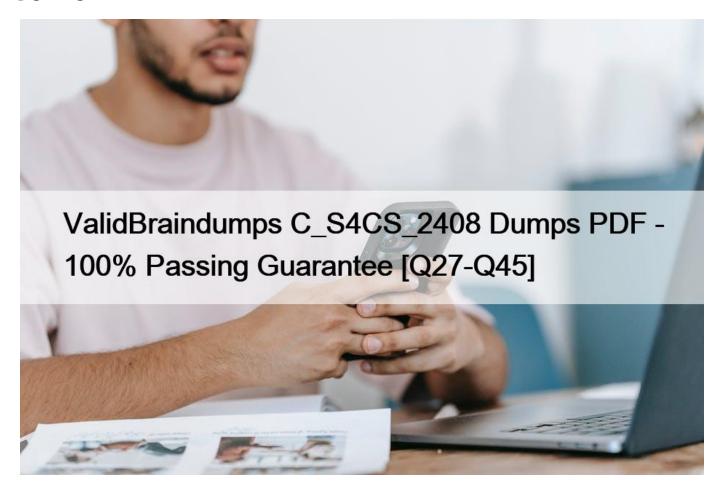
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NO.27 Which of the following are main steps in the free of charge delivery process? Note: There are 2 correct answers to this question.

- * Perform delivery split
- * Confirm proof of delivery
- * Create outbound delivery
- * Create sales order

NO.28 What have SAP S/4HANA Cloud Business Workflows been designed for? Note: There are 3 correct answers to this question.

- * To create business processes with a high number of people involved in a pre-defined sequence
- * To create standard procedures from SAP Signavio Process Navigator
- * To create cross-product workflow procedures
- * To create very simple release or approval procedures
- * To create complex, repeated work processes with iterative cycles

NO.29 Based on the SAP Activate methodology, which activities must you perform in the Explore phase? Note: There are 2 correct answers to this question.

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

Implementing with a Cloud Mindset, Building the Team, and Conducting Fit-to-Standard Workshops

NO.30 You save a sales order in Sales Processing using Third-Party without Shipping Notification (BDK). What is automatically created for each relevant third party?

- * Purchase requisition
- * Billing document
- * Delivery
- * Purchase order

NO.31 In a predictive model, what does prediction confidence measure?

- * The ability to produce results with a constant level of correctness
- * The percentage of correct responses in the output dataset
- * The ability of the input parameters to explain the target
- * The ability to display the same performance level on new datasets compared to the training dataset

NO.32 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.

- * Create billing document
- * Enter vendor invoice
- * Create outbound delivery
- * Approve and release purchase order
- * Create inbound delivery

NO.33 What provides a foundation for the SAP Cloud ERP where integrations and extensions live?

- * SAP Discovery Center
- * SAP ABAP Environment
- * SAP Business Accelerator Hub
- * SAP Business Technology Platform

NO.34 You need to manage a customer down payment. Which action do you perform during sales order entry?

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

NO.35 What is the correct release code for the second feature delivery in February 2025?

- * 2025.2.2
- * 2522
- * 2025.2
- * 2502.2

NO.36 Which levels constitute the structure of a sales order?

* * Sales organization

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* Distribution channel * Division * * Customer * Material * Inventory * Order * Delivery * Billing * * Header * Item * Schedule line NO.37 You execute the Sell from Stock (BD9) process. At which process step is the billing due list updated? * Post goods issue * Proof of delivery * Execute picking * Create delivery NO.38 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. * Add blocking reasons for billing. * Change approval thresholds. * Modify building blocks. * Create new scope items. * Add new sales organizations. NO.39 Which activities can you complete in the Maintain Business Roles SAP Fiori app? Note: There are 2 correct answers to this question. * Maintain technical catalogs * Maintain restrictions * Assign business catalogs to a business role * Assign PFCG profiles to a business role

NO.40 Which of the following criteria must a contract meet to be considered in the Sales Contract Fulfillment Rates KPI? Note:

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There are 2 correct answers to this question.

* Header status is completed* Valid on the current date

* Reference to an inquiry

* Net Value > 0

NO.41 Where are the manual test cases created for customer User Acceptance Testing?

- * SAP Solution Manager
- * Test Automation Tool
- * SAP Cloud ALM
- * SAP Signavio Process Navigator

NO.42 Which information must you enter manually in the invoice correction process?

- * Billing block
- * Order reason
- * Return reason
- * Billing plan

NO.43 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.

- * Plant
- * Shipping point
- * Payment term
- * Ship-to party

NO.44 What activities are applied to the entire system and cannot be changed after confirmation in SAP Central Business Configuration? Note: There are 2 correct answers to this question.

- * Fiscal year variant
- * Scoping
- * Configuration activities
- * Group currency

NO.45 In a predictive model, what does the predictive power measure?

- * The ability to have the same level of performance on every new dataset
- * The ability of the input parameters to explain the target
- * The quantity of predictions that can be realized in the unit of time
- * The percentage of correct responses in the output dataset

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