

Volume: 94 Questions

Question No:1

If you change customer master data in a business partner, which data is updated automatically in the existing sales orders for that customer?

Please choose the correct answer.

Response:

- A. Payment terms
- B. Incoterms
- C. Address
- D. Shipping conditions

Answer: C

Question No:2

What are standard Sales and Distribution text sources?

There are 3 correct answers to this question.

Response:

- A. Customer role of the business partner master
- B. Material master
- C. Output master
- D. Condition master
- E. Preceding document

Answer: A,B,E

Question No:3

Your company wants to have the same master data for all customers regardless of the distribution channel and the division. Which functionality do you use?

Please choose the correct answer.

Response:

- A. Common master data
- B. Customer account group
- C. Representative sales organization
- D. Cross division sales

Answer: A

Question No:4

Which SAP Fiori apps are assigned to business role Internal Sales Representative?

There are 2 correct answers to this question.

Response:

- A. Pick Outbound Delivery
- B. Sales Order Fulfillment Monitor
- C. Manage Billing Documents
- D. Manage Sales Quotations

Answer: B,D

Question No:5

You want to combine items from different sales orders into one delivery document. Which common characteristics are required?

There are 2 correct answers to this question.

Response:

- A. Shipping point
- B. Payment terms
- C. Ship-to party
- D. Order type

Answer: A,C

Question No:6

Your customer wants to ship as much material as possible on a requested date and does NOT want any subsequent deliveries in case of shortage.

What do you set to achieve this requirement?

Please choose the correct answer.

Response:

- A. The “Complete delivery” indicator in the sales order header
- B. The “Only complete delivery (per item) allowed” indicator
- C. The “No limit to subsequent deliveries” indicator
- D. The “One delivery with quantity greater than zero has to be created” indicator

Answer: D

Question No:7

You want to use the material determination in sales orders to replace entered materials if they are not available. How can you achieve this?

Please choose the correct answer.

Response:

- A. Choose a substitution reason with the ‘Automatic’ substitution strategy for the material determination
- B. Deactivate the ATP check in the schedule line and activate it in the material determination record
- C. Deactivate the availability check in the material master and use the material determination instead
- D. Adjust the access sequence of the material determination to check the available quantities of the materials

Answer: A

Question No:8

What are the sources of the time components that are used for the delivery and transportation scheduling?

There are 2 correct answers to this question.

Response:

- A. Route
- B. Loading group
- C. Plant
- D. Shipping point

Answer: A,D

Question No:9

Where do you assign a contract profile?

Please choose the correct answer.

Response:

- A. Billing document type
- B. Sales document type
- C. Customer master
- D. Item category

Answer: B

Question No:10

You manually change the item category of a quotation item and create a subsequent sales order.

You do NOT want the item category in the sales order to be determined automatically.

How do you achieve this?

Please choose the correct answer.

Response:

- A. Enter an alternative item category in the sales order type
- B. Choose "reference mandatory" in the quotation type
- C. Define an item category usage for the item category determination
- D. Maintain a default item category in the copy control

Answer: D

Question No:11

Which reference documents can be used to create a billing document?

There are 2 correct answers to this question.

Response:

- A. Credit memo request
- B. Transfer order
- C. Delivery document
- D. Shipment document

Answer: A,C

Question No:12

What are the functions of a quant in EWM stock?

There are 2 correct answers to this question.

Response:

- A. Records quantities of a product during goods receipt or issue.
- B. Manages the data of a product in a quant record.
- C. Records a batch in several storage bins as a quant.
- D. Represents the quantity of a product in a single storage unit.

Answer: B,D

Question No:13

Where do you control the billing relevance?

Please choose the correct answer.

Response:

- A. Sales document item category
- B. Billing document type