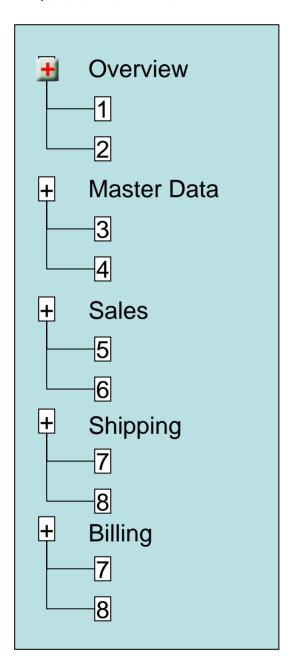


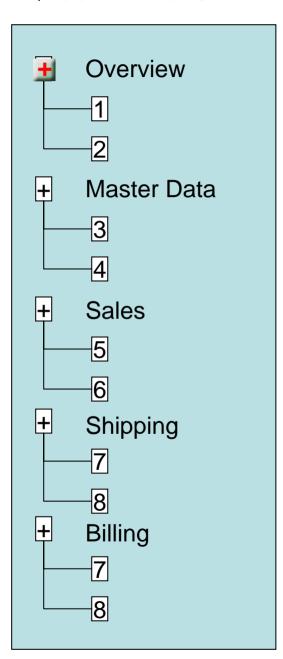
The individual physical tables in the SAP Information Warehouse are called what?

- Key figures
- Characteristics
- Info structures
- Time base
- Period units



I need to be able to fulfill a customer requirement wherein Incoterms in the sales document header is not allowed to be different from the item. Where do I tweak the system to fulfill the requirement?

- Need to configure copying control in sales
- Need to configure common distribution channel
 - Need to configure common division
- Need to configure the sales document type
- Need to configure the item category



Which of the following statements about the material master are correct?

More than one correct answer is correct. Answer True or False

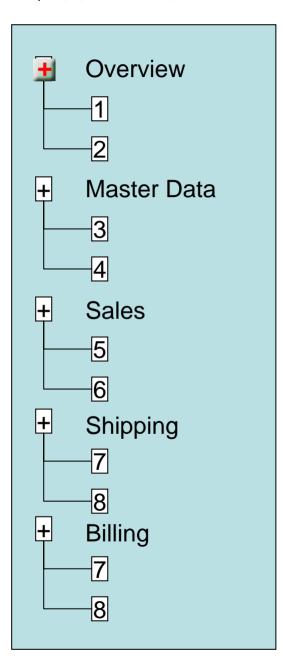
True False	When creating a material master it is mandatory that you specify the industry sector like the material type
True False	Partner determination is assigned to material type
True False	You can set the selling price in the material master
TrueFalse	Material master records are maintained per sales area

True

False

Sometimes it is necessary to maintain a

sales view for materials you want to sell



Which views in the material master are valid for all organizational units?

More than one correct answer is correct. Answer True or False

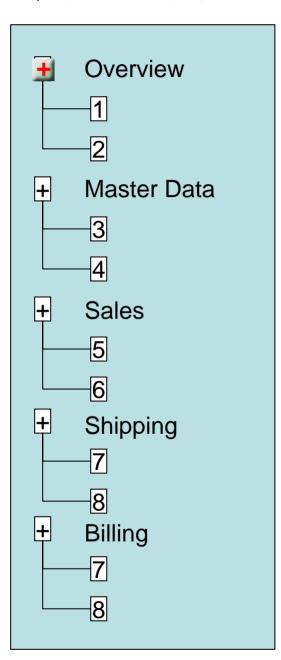
True
Basic data 1 and sales data
False

True
Basic data 2

True
Accounting and MRP 1

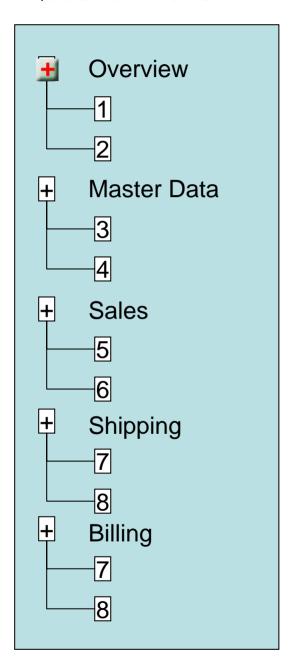
True
Sales and purchasing view

True
Basic data 1 and 2



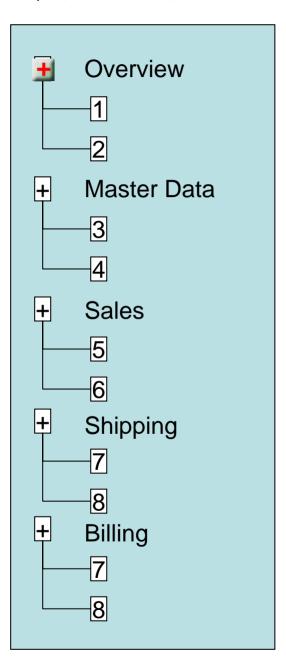
An organizational unit facilitating differentiation between the various stocks of a material within a plant?

- Shipping point
- Storage location
- Transportation planning point
- Shipping condition
- Plant



In SAP, it is possible to vary transaction currency in the header and item level of the sales document

- True
- False



Which of the following statements about outline agreements are correct?

More than one correct answer is correct. Answer True or False

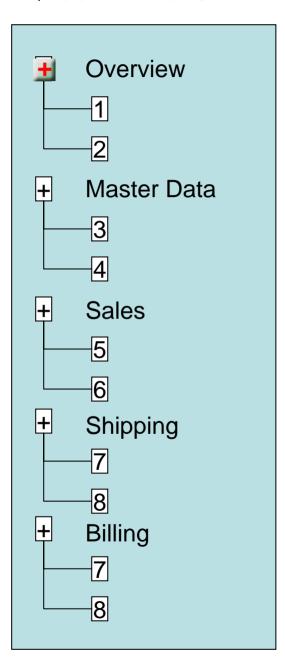
Normally, both sold-to party and other business partners are authorized to release from a contract. To meet this requirement, maintain configuration in sales document type
Contracts are outline agreements between you and a sold-to party that is valid for a period of time and contains fixed deliveries and quantities
If the quantity in the scheduling lines exceeds the target quantity, the system issues a warning message
Once a release order for a value contract is created, you cannot anymore change the value specified in the contract.

Contracts always require a release order

True

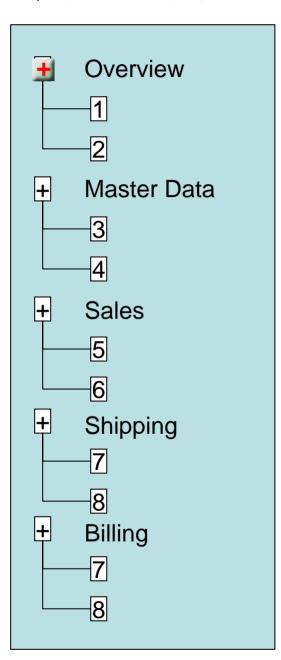
False

document



When you enter a sales order you don't need to specify the sales area immediately. If you don't, where does the system automatically derive the sales area?

- Material master
- Customer master
- Implementation guide (IMG)
- Customer-material info record
- Condition record



An information structure is composed of ...

More than one correct answer is correct. Answer True or False

True Characteristics

False

True Key figures

False

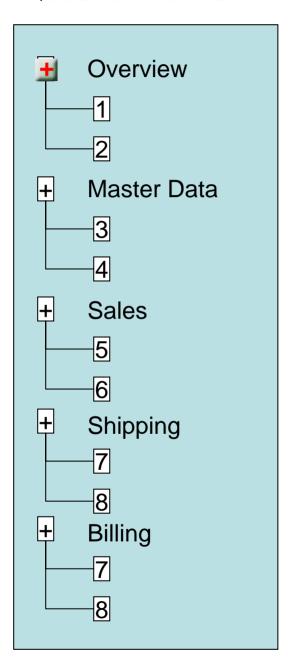
True Info structure

False

True Period units

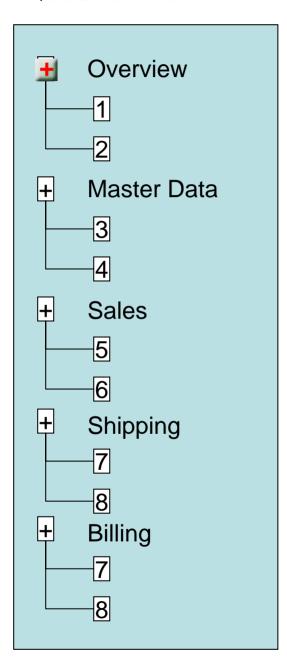
False

Organizational structures
False



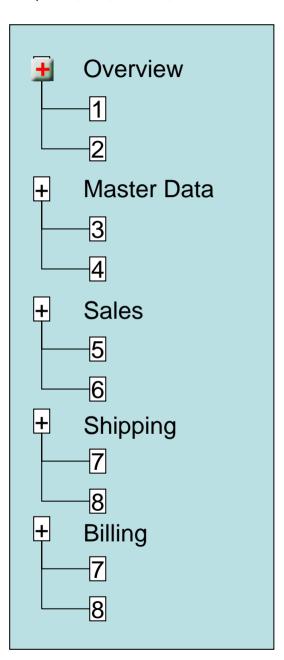
When you are creating a sales order, the system tries to determine the plant from several sources. When checking the customer master data, which partner function does the system check for plant determination?

- Sold-to party
- Ship-to party
- Payer
- Bill-to party



In controlling which order types are permitted for a particular sales area, configuration is not required if all order types are permitted in all sales areas.

- True
- False



Which of the following statements are correct?

More than one correct answer is correct. Answer True or False

True A billing block can be set from the schedule

False line category

True A billing block can be set in the item

False category

True Consignment pick-up always requires a

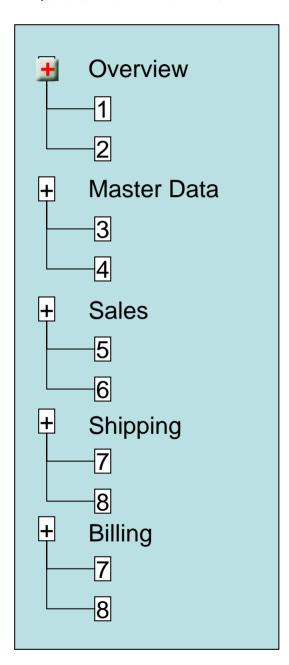
False delivery document

True A delivery block can be defaulted in the

False item level of your sales document

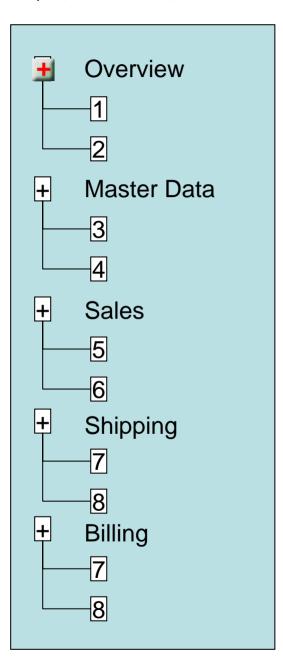
True It is possible to set a delivery block from the

False header level of the sales document



What part of the company is responsible for the type of shipping, the necessary shipping materials and the means of transport?

- Sales Organization
- Transportation planning point
- Shipping condition
- Shipping point
- Warehouse



Which of the following statements are true about free goods ...

More than one correct answer is correct. Answer True or False

Free goods can take the form of extra goods that are free of charge. These are called inclusive bonus quantities

True

False

In inclusive bonus quantities, the ordered goods and free goods always involve the same material

True

False

The item category determines whether a material is given free or not

True

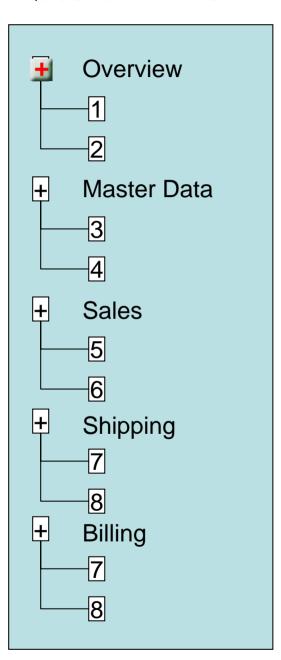
False

If pricing is re-run in the sales order, it does not affect the free goods determination

True

False

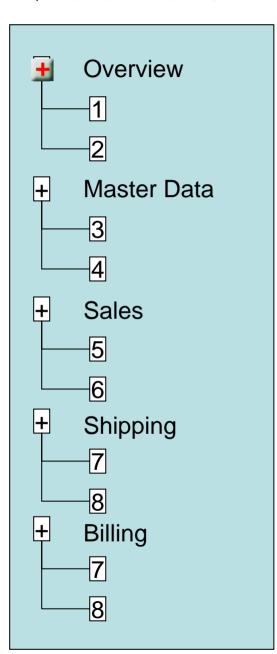
The system control how you deliver the free goods when entering free goods manually



Which of the following statements are correct about free goods?

More than one correct answer is correct. Answer True or False

True False	It is possible to automatically record inclusive bonus quantities of an item on one line in sales documents
True False	To activate one-line inclusive bonus quantities, you must set a flag on the free goods master record
TrueFalse	The condition technique is used in free goods
True False	When you enter an exclusive bonus quantity, an extra line appears where you can enter the same ordered material
True False	Once partial deliveries have been shipped, you cannot change any quantity or dates in the order. If data changes, the order item has to be rejected and re-entered

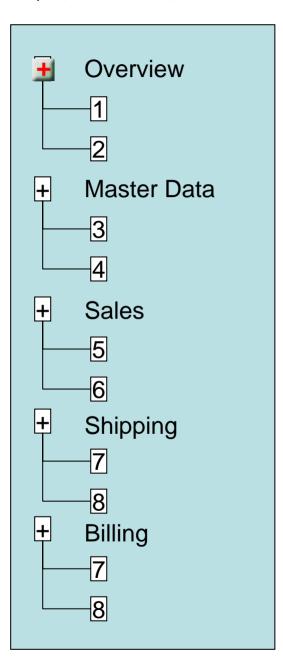


False

Business area can be determined in sales via any of the following rules...

More than one correct answer is correct. Answer True or False.

True False	Sales area
True False	Sales organization, distribution channel and plant
True False	Distribution channel and plant
True False	Sales organization, distribution channel and item division
True	Item division and plant



Which of the following statements about organizational structures are correct?

More than one correct answer is correct. Answer True or False

True Relationship between sales

False organization & plants: 1 to Many

True Relationship bet. sales organization

False & company code = Many to Many

True Relationship between plant &

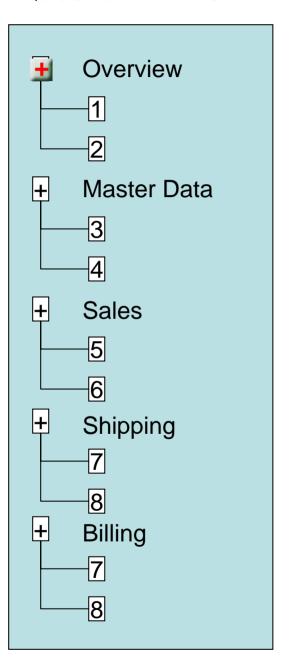
False company code: Many to 1

True Relationship bet. sales organization

False & company codes: Many to 1

True Relationship bet. plant & shipping

False point: many to many



Which of the following statements are correct?

More than one correct answer is correct. Answer True or False

True

False

You can specify complete delivery requirement in a customer-material info record

True

False

You cannot create a delivery document with reference to an expired quotation

True

False

You cannot enter a material without a material master record in material determination

True

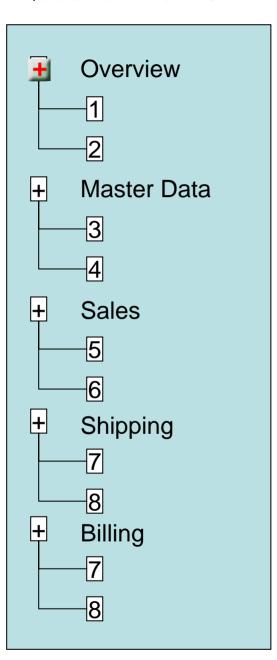
False

You can assign a business area to a combination of plant and distribution channel

True

False

You can assign several plants to a company code



Which of the following statements are correct?

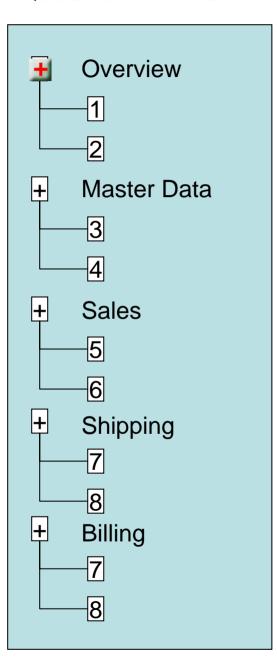
More than one correct answer is correct. Answer True or False

True False	At least 1 sales organization must be assigned to a client
True False	Business areas are limited by company codes
True False	You can assign several sales offices to one or more sales organization
True False	A plant cannot be assigned to many company codes
True	More than one transportation

unique company code

False

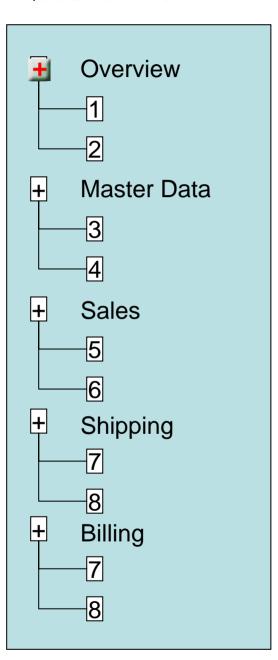
planning point can be assigned to a



Which of the following statements are true about Sales Organization?

More than one correct answer is correct. Answer True or False

TrueFalse	Assigned to only one company code
TrueFalse	Assigned to one or more plants
True False	Provides a general structure for the distribution of goods
True False	Responsible for product liability and other customer rights of recourse
True False	In the SD module, the use of this organizational unit is optional



Which of these statements are correct?

More than one correct answer is correct. Answer True or False

True The availability check is always carried out in the order.

True

False

True

False

True

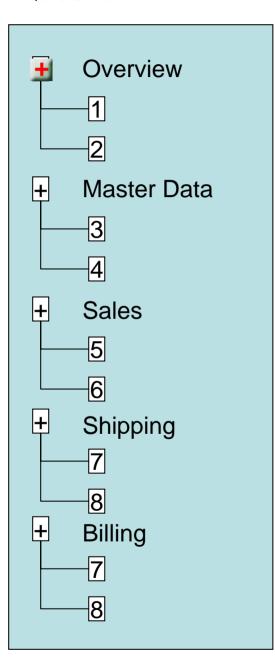
False

The indicator for controlling complete/partial deliveries is set from the customer master record. It can be manually changed during sales order entry.

True
False
Inward and outward movements in the stock are taken into account in the availability check.

In each case the replenishment lead time is always taken into account.

The indicator used for processing complete and partial deliveries can be changed manually in sales order entry.



Which organizational units make up a sales area?

More than one correct answer is correct. Answer True or False

Company code

True Sales organization

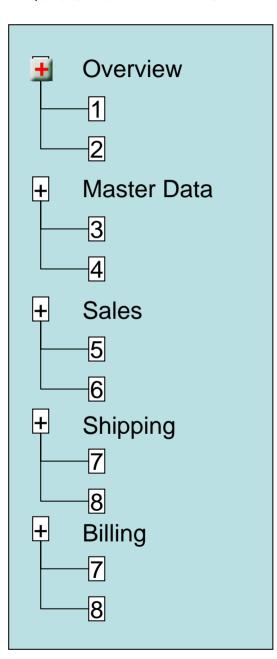
False

True Sales office

True Distribution Channel

True

False Division



Which of the following are true about a plant?

More than one correct answer is correct. Answer True or False

TrueCan be a production facility and location for storing stocks

True Can be assigned to several

False company codes

True Can be assigned to several sales

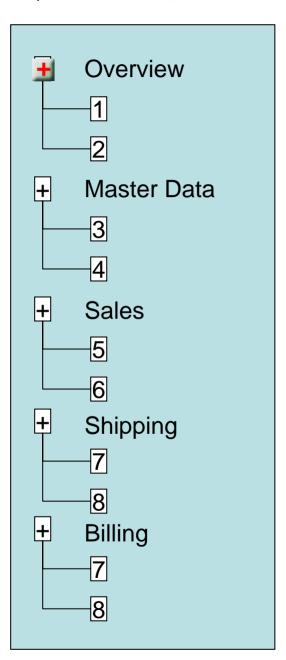
False organizations

True Can be entered in a customer

False material info record

True Can represent one or more material

False stock locations



What is in the incompletion procedure and where is it assigned?

More than one correct answer is correct. Answer True or False

True

False

True

False

True

False

True

False

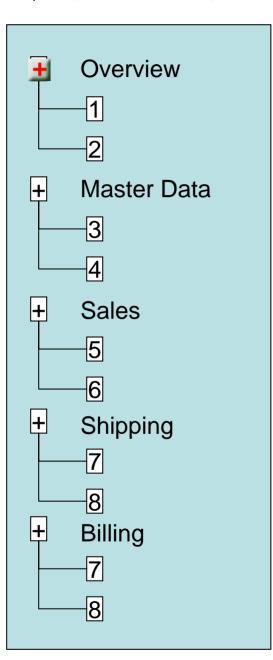
The incompletion procedure allows you to control whether incomplete sales documents can be saved, for each sales document category.

Incompletion procedures can be set up and assigned at sales document category, item category or schedule line category level.

Partner functions, texts and condition types in Pricing cannot be included in the incompletion procedure.

The incompletion procedure specifies the effect that incomplete data in the sales documents will have on further processing.

True **False** The incompletion procedure contains a list of fields for orders, deliveries and billing documents. To be able to save the document, you must complete these fields.



Which of the following forms part of the scope of availability check?

More than one correct answer is correct. Answer True or False

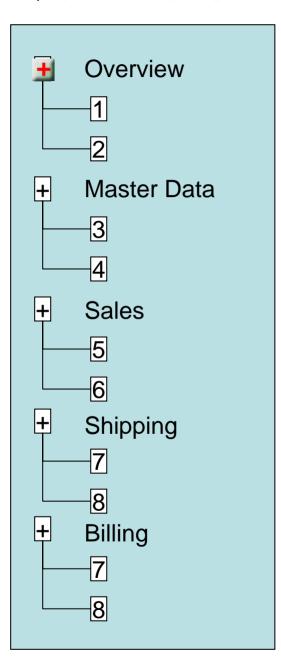
True Safety stock
False

True
Blocked stock

True Replenishment leadtime

Transportation planning leadtime

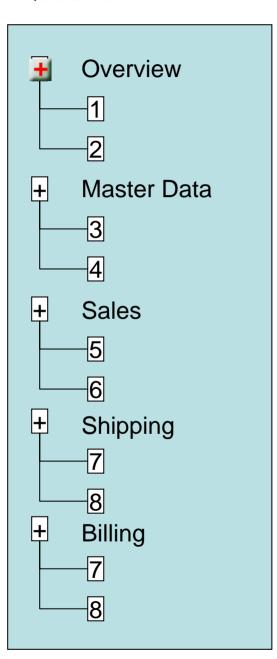
True Transit time



When system checks for material availability, which of the following does it consider?

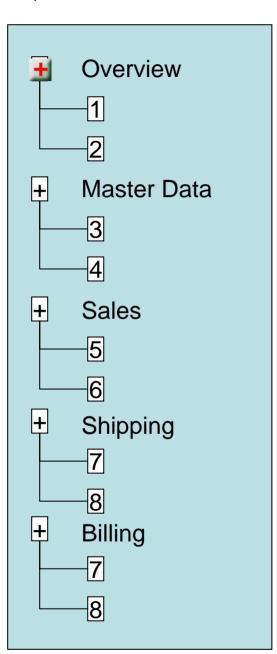
More than one correct answer is correct. Answer True or False

True False	Reservations
True False	Planned orders
True False	Replenishment leadtime
True False	Transportation planning time
True False	Loading time



In availability check, what enterprise structure does the system use as basis?

- Shipping point
- Plant
- Company code
- Sales organization
- Distribution channel



Which of the following can be found in a customer-material info record?

More than one correct answer is correct. Answer True or False

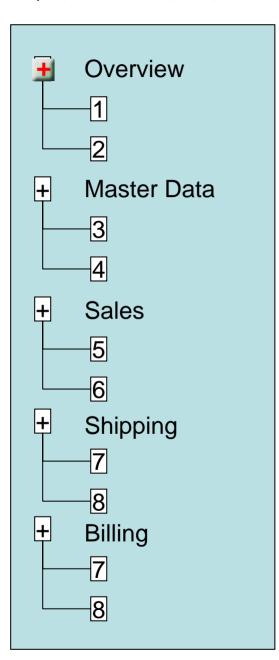
True
False Customer-material specific delivering plant

True Customer-material specific delivery agreements

True Customer-material specific pricing data

Customer-material specific goods receiving hours

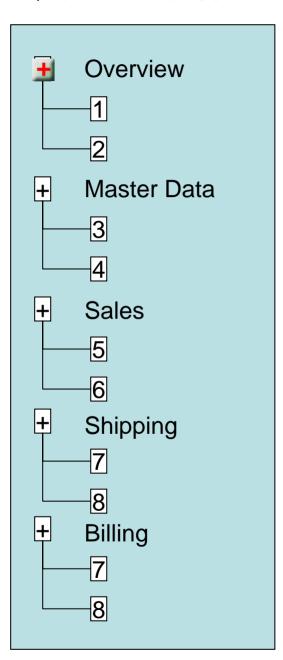
True Customer's material description False



Which of the following statements about customer master is correct?

More than one correct answer is correct. Answer True or False.

TrueFalse	Account group should always be identified when creating a customer master
True False	General data view is valid for all organizational units like sales area data
True False	2 company codes selling to the same customer can maintain only 1 customer code
TrueFalse	Material selling price can be found in the customer master data
True False	2 company codes selling to the same customer can maintain only 1 sales area data

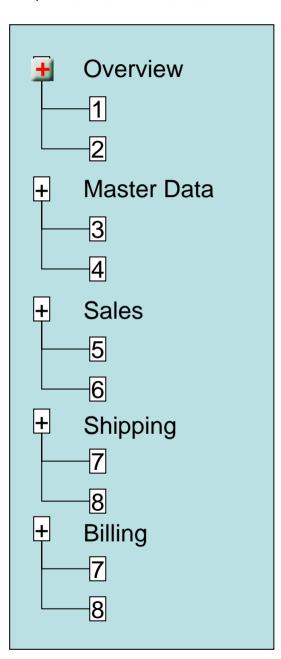


During order entry, which of the following about scheduling are true?

More than one correct answer is correct. Answer True or False

TrueFalse	System does a forward scheduling if backward scheduling is not configured (mark "blank" on configuration)
TrueFalse	System does not do a forward scheduling if replenishment leadtime is set up
TrueFalse	System does a forward scheduling if material availability date is in the past
True False	Scheduling can be turned off by configuring it per sales item category
True False	System does a forward scheduling if backward scheduling is configured (mark

"X" on configuration)



How is schedule line determined?

More than one correct answer is correct. Answer True or False

MRP type and item category group

True MRP Type and shipping point

True

Item category and document type

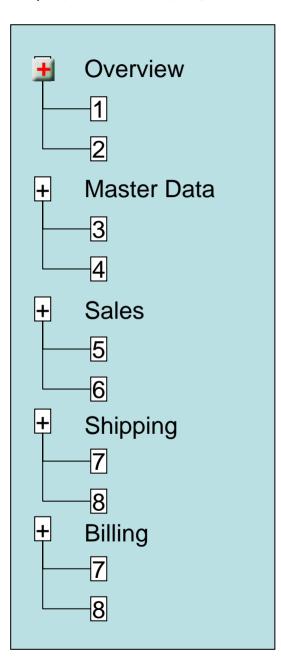
False

True

Item category and MRP type

False

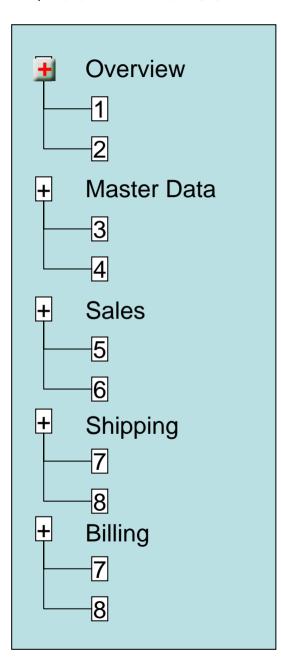
True Item category and material master



During order entry, which of the following about scheduling are true?

More than one correct answer is correct. Answer True or False

TrueFalse	In scheduling, the system considers the transit time from the route earlier determined
True False	The system considers the replenishment leadtime from the shipping point
TrueFalse	Delivery scheduling can be turned off per sales document type
True False	Pick / pack time refers to the lead times taken from the shipping point
True False	Transportation planning lead time is taken from the route as well as the shipping point



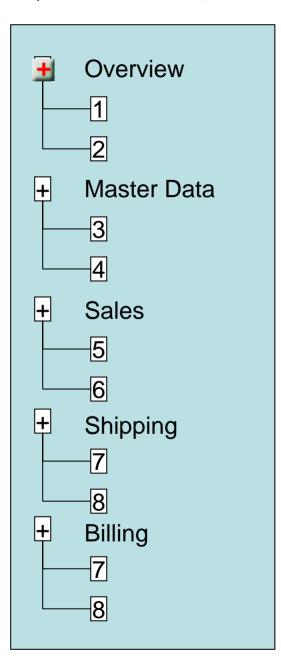
Which of the following statements are correct?

More than one correct answer is correct. Answer True or False.

True False	Creation of a sales organization is possible only if the company code to which the sales org is assigned to has already been created
True False	You must always assign each sales org to exactly 1 company code
True False	Prior assignment of the division to the company code is necessary before a sales area is created
True False	A sales office is always assigned to only 1 sales area
True	A sales group can be assigned to more than 1

sales office

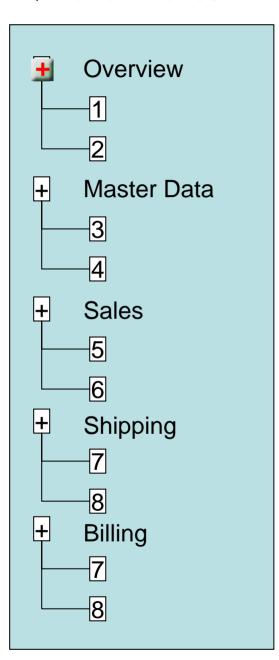
False



Which of the following statements is correct?

Only one answer is correct.

- Partner types are assigned to partner procedures
- Partner functions is assigned to the account group
- Partner procedure details controls whether partner functions are mandatory
- Partner functions in the material master are controlled by procedures assigned to the master data



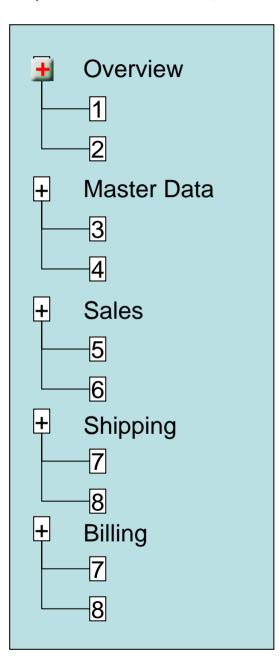
Which of the following statements about partner determination are correct?

More than one correct answer is correct. Answer True or False

TrueFalse	In customer master, partner determination procedure is assigned to account groups
TrueFalse	In shipments, partner determination procedure is assigned to shipment type
True False	In billing header, partner determination procise assigned to billing document type
True False	In billing item, partner determination proc is assigned to billing item category
True	In delivery, partner determination procedure

is assigned to delivery item category

False



Which of the following statements are correct?

More than one correct answer is correct. Answer True or False

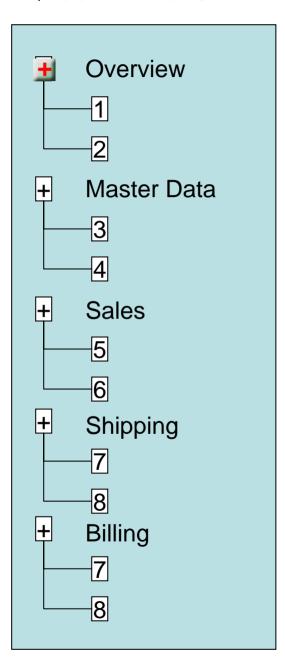
It is possible to create a customer True master data even without entering False a reference account group The system uses the account group True

in determining the customer no. False

Only the SD module is allowed to True create full customer master records **False**

True Partner determination is linked to an account group **False**

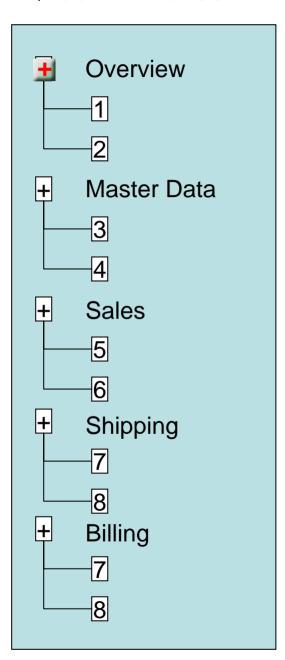
Material type is sometimes used in True creating a new material master **False** record



Business data in a sales document is taken from the master data records of the different business partners. If credit management is active, where does the system get information to be able to check credit limit?

Only one answer is correct.

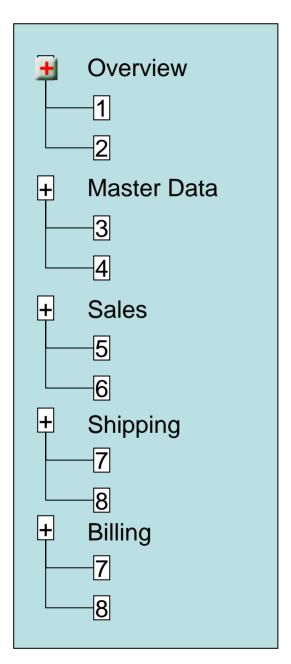
- Sold-to party
- Ship-to party
- Payer
- Bill-to party



In the unlikely event that your order contains different partner functions, where does the system check the information to know if the customer accepts delivery on a certain day and time?

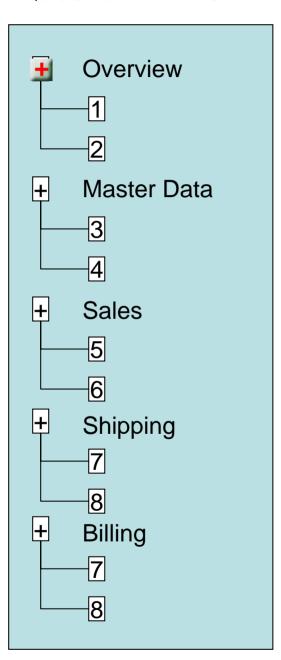
Only one answer is correct.

- Sold-to party
- Ship-to party
- Payer
- Bill-to party



An agreement has been reached with a very important customer wherein all sales orders delivered for this customer must be billed once a month only. Which of the following settings are relevant?

True False	Enter factory calendar in the material master
True False	Enter factory calendar in the customer-material info record
True False	Enter factory calendar in the customer master record
True False	Maintain individual billing dates in the factory calendar using special rules
True False	Enter factory calendar in the sales organization



Which of the following statements are true?

More than one correct answer is correct. Answer True or False

True

False

In Customizing, you can configure which elements are included in an availability check, according to the transaction you are using

True

False

Field entry in the material master is used as one of the determining factors in deriving the scope of availability check

True

False

Availability check is carried out at sales area level

True

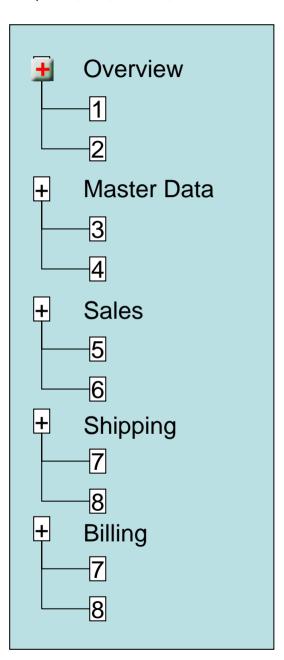
False

Field entry in the sold-to party is used as one of the determining factors in deriving the scope of availability check

True

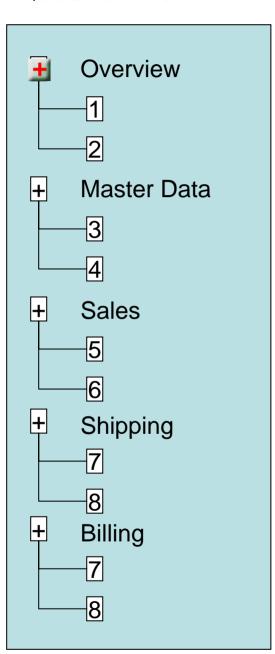
False

Field entry in the ship-to party is used as one of the determining factors in deriving the scope of availability check



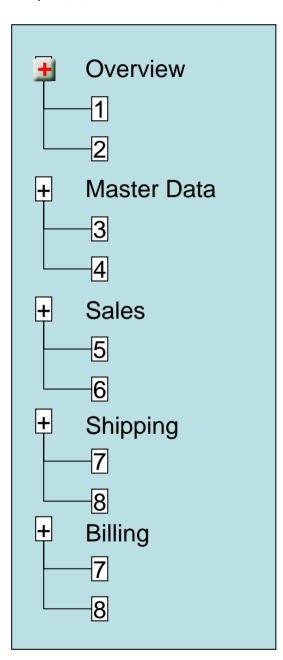
Which of the following statements about consignments are correct?

True False	Consignment pick-up sends goods to customer's non-valuated stock.
True False	Consignment pick-up is always not relevant for billing
True False	Consignment fill-up creates a special stock for the customer, after posting goods issue.
True False	After goods issue the goods remain in the delivering plant's valuated stock for consignment fill-up.
True False	In the standard configuration for a Consignment fill-up, the billing document is automatically posted to accounting



Which of the following statements holds true about consignment?

True False	Consignment fill-up is relevant for picking
True False	In consignment pick-up, materials delivered are moved into the plant's special stocks
True False	Consignment issue is relevant for picking
True False	Consignment return is relevant for picking
True False	In completing the process of a consignment return, a possible scenario would involve decreasing the customer receivable account



Which of the following statements about document flow are correct?

More than one correct answer is correct. Answer True or False

Only succeeding documents are displayed

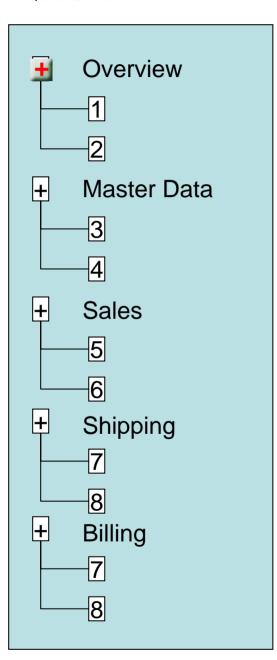
True Preceding documents are sometimesFalse displayed

False

True

False

Credit information can be derived



Item category in sales is determined through which of the following?

More than one correct answer is correct. Answer True or False

Shipping condition

True Sales area

False

Sales document type
False

True

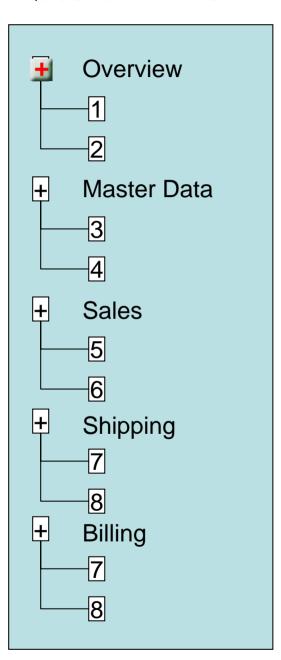
High level item category

False

Usage

True

False



Which of the following statements are correct?

True

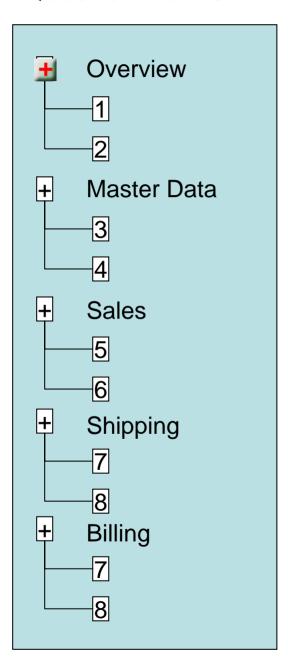
False

More than one correct answer is correct. Answer True or False

True False True False	You can determine whether billing is to be carried out with reference to a delivery or order in the customizing for the sales document type You can create credit memo request with reference to an order
True False	You can create only one shipment cost document for every shipment document
True False	In the standard system, you can create a delivery document with reference to a quotation even IF the quotation is not valid.

the material master data

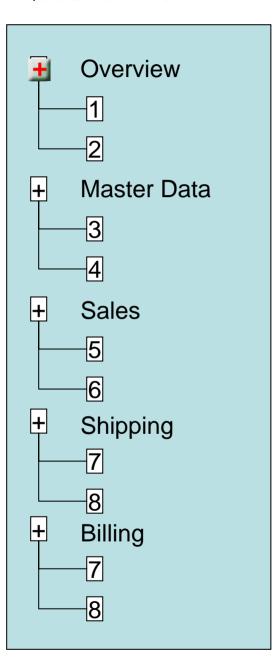
You can find sales price of the material from



To determine how far the BOM structure should be exploded in the sales document, where do you need to define the extent of the structure?

Only one answer is correct.

- Sales document type
- Item category
- Schedule line
- Copying control
- Delivery document type



Which of the following statements about material determination are true?

More than one correct answer is correct. Answer True or False

for substitution

True

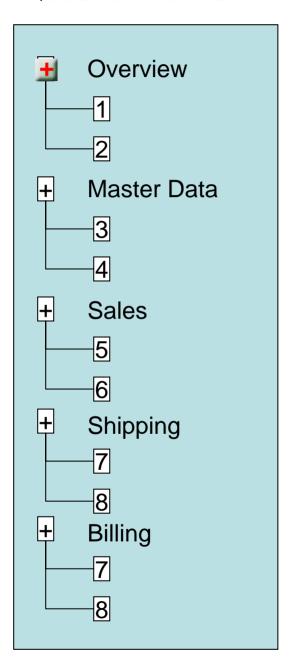
False

A material master record is not required for True the material number that is being replaced False Material determination is a tool to True automatically exchange materials in the False sales document In material determination, the system True automatically searches for valid master records previously created in material False determination The sales document header overview True contains information about the material that **False** was originally entered as well as the reason

defined in the master record

During order entry, the material ordered by

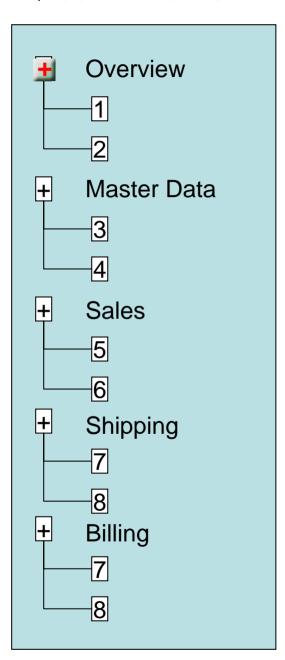
the customer is replaced by the substitute



If the customer allows orders to be combined, orders are combined in the outbound deliveries using the delivery list. Combining items from different sales orders is only successful if the items have several common characteristics. Which of the following are considered? More than one correct answer is correct. Answer True or False

True False	Incoterms
True False	Date on which shipping processing should begin
TrueFalse	Shipping point
True False	Partner function
True	Route

False



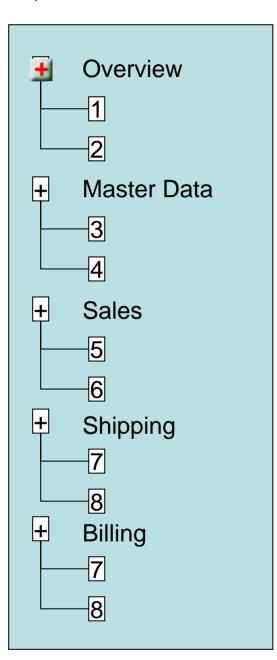
Which of the following statements are correct?

More than one correct answer is correct. Answer True or False

In rush order processing, it is possible to True print invoice document from the sales **False** document In consignment processing, goods are True delivered to the customer but remain the **False** property of the seller until they are actually used For both rush and cash orders, the default True configuration automatically creates a delivery document once the orders are **False** saved True Consignment issue is not relevant for picking **False** Consignment fill up is not relevant for True

delivery

False



Plant determination covers which of the following?

More than one correct answer is correct. Answer True or False

True Material master

False

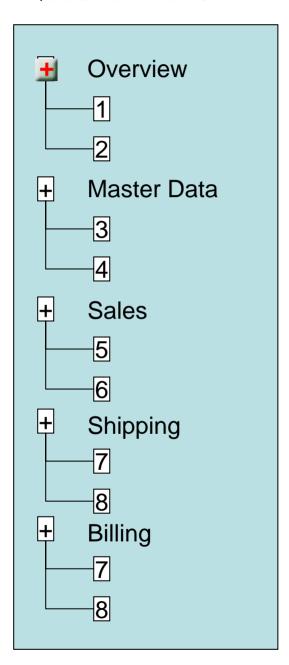
True Customer-material condition record

False

True
Customer-material info record

Sales document type
False

Customer master record



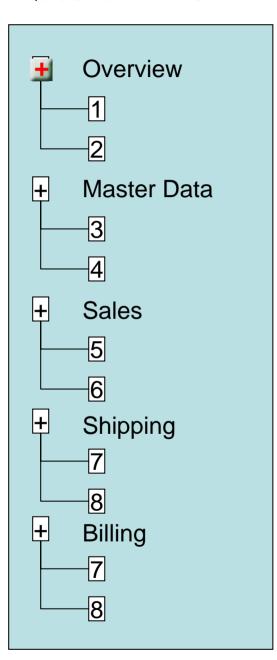
When the system tries to determine the route, it looks at the customer master data for information. Which of the following partner functions does it check in determining routes?

More than one correct answer is correct. Answer True or False

True False	Sold-to Party
True	Ship-to party

True Payer

True Bill-to party



Route determination involves which of the following?

More than one correct answer is correct. Answer True or False

Shipping condition
False

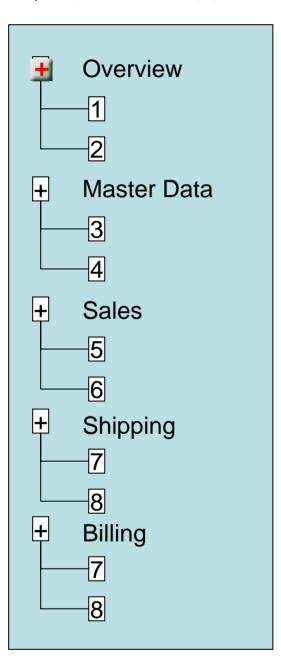
True Shipping point

False

True
Destination country/ zone
False

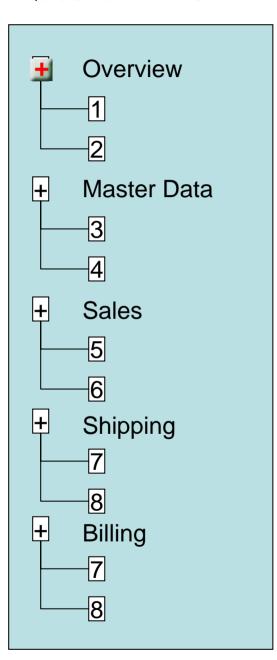
True Material master
False

True
Transportation group



When creating sales orders, which of the following statements apply?

True False	Every order is clearly assigned to a sales area
True False	Data at header level always applies to all items.
True False	A delivery block can be set at schedule line level.
True False	During order entry you can also work with the individual material numbers from the ordering party
True False	Data which is determined automatically during order entry from the customer or material master record cannot be changed manually.



Under the standard system, which sales order contains a mandatory reference?

More than one correct answer is correct. Answer True or False

Free of charge delivery

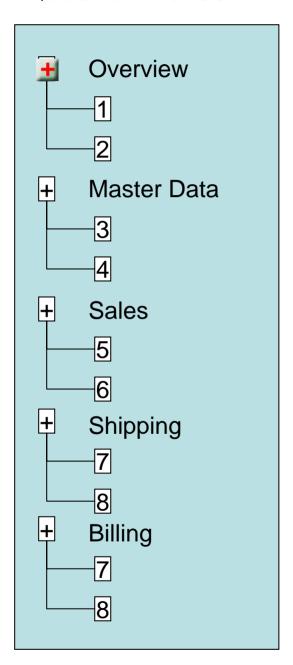
True Consignment return

False

True Return order False

True Invoice correction request

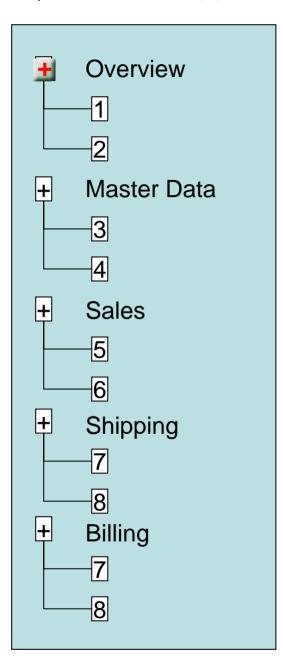
Subsequent delivery free of charge



Your client has a requirement where it is desired that plant set in the customer material info record should be disregarded when the system computes for plant determination. Which configuration setting should you look into?

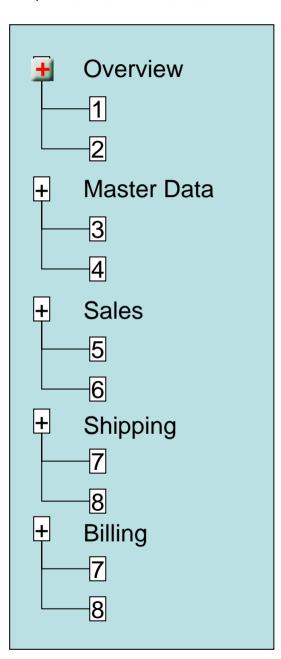
More than o	ne correct answer is correct. Answer True or False
True False	Sales document type
True False	Item category
True False	Schedule line category
True False	Info record field
True	Check division setting

False



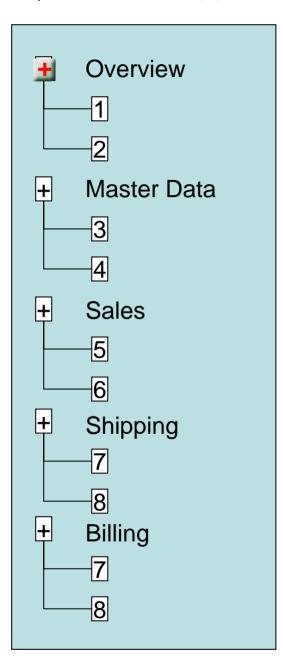
In mandatory reference setting in the sales document type, which of the following can you refer to?

True False	Sales document
True False	Inquiry document
True False	Quotation document
True False	Delivery document
True	Billing document



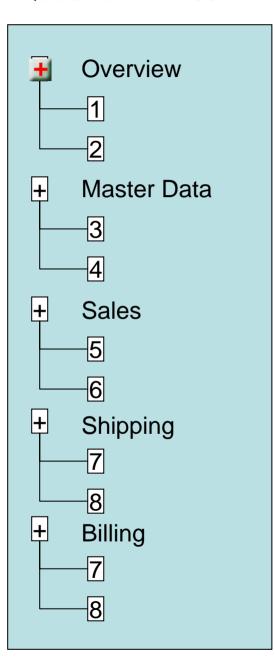
Which of the following can be considered as effects of a post goods issue?

True False	Generates delivery due list
True False	Generates additional documents for accounting
True False	Updates document flow
True False	Automatically transfers billing data to accounting
True False	Updates value changes in the balance sheet accounts for inventory accounting



SAP determines the date at which you should be creating your delivery document. Which of the following does it consider?

True False	Post goods issue date
True False	Delivery date
True False	Transportation planning date
True False	Loading date
True	Material availability date



Shipping point can be determined automatically using which of the following?

More than one correct answer is correct. Answer True or False

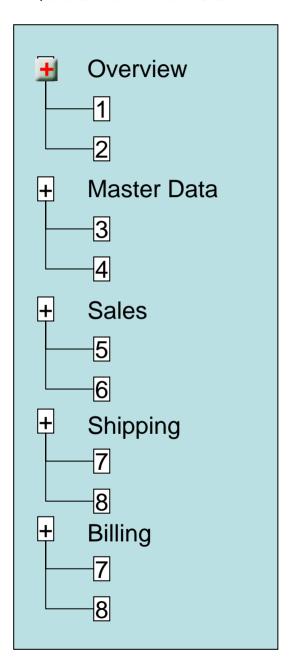
TrueFalseTrueStorage condition

Storage condition

True Plant

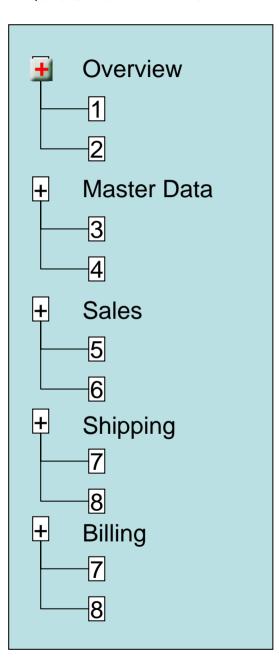
True Transportation group

True Material master
False



Which of these statements on transportation planning point are correct?

True False	The transportation planning point is assigned to a shipping point
True False	The transportation planning point is assigned to a company code as well as other organizational units in Logistics.
True False	A transportation planning point can plan deliveries that are to be shipped from several shipping points
True False	Several deliveries can be combined in one shipment.
True False	Several transportation planning points can be assigned to a company code



Billing supports which of the following activities?

More than one correct answer is correct. Answer True or False

True
False
Creating credit memo requests

True
Creating investors for deliveries

Creating invoices for deliveries

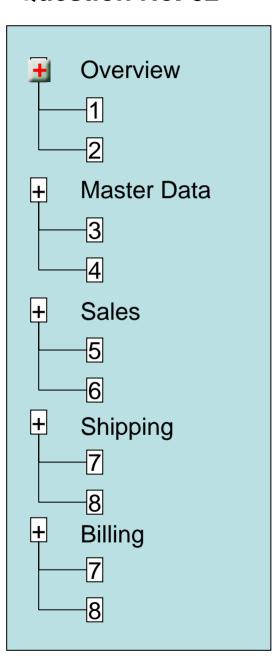
True Cancellation of previously posted billing

False documents

True Automatic transfer of billing document data

False to accounting

Creating invoices for orders
False



Which of the following statements are true?

More than one correct answer is correct. Answer True or False

True
 False
 Profitability analysis procedures can be costing based or account based

In costing based profitability analysis, costing is transferred to CO-PA as soon as data is posted to FI from Sales

True CO-PA calculates the profit for a certain profitability segment by transferring data from SD

True

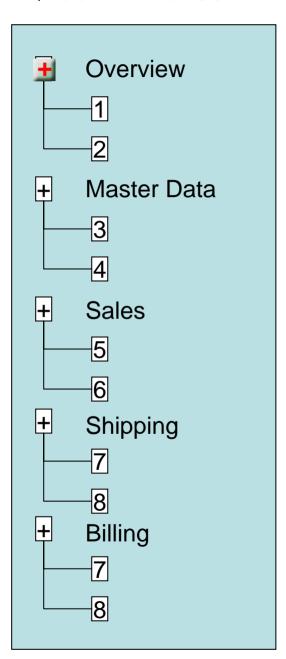
False

True

False

In account based profitability analysis, data is transferred to CO-PA as soon as an order is created

Profitability analysis allows you to implement different profitability analyses because it examines the profitability of individual partial markets or market segments

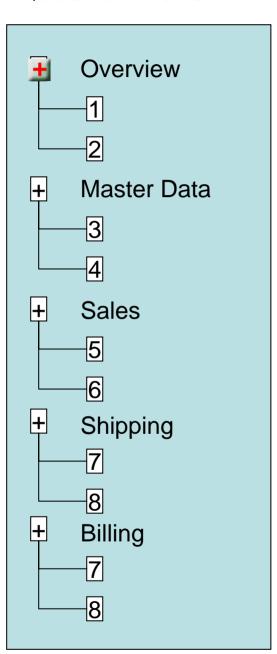


Which of the following statements are correct?

document type

False

TrueFalse	It is possible to have a maximum of 6 session open in SAP
True False	In configuring for the item category in sales, it is possible to have the customer's purchase order reference defaulted in the sales document
True False	The overall processing status of the delivery document remains in "in-process" until postgoods-issue is completed
TrueFalse	Status information can always be seen from the header and item level of the delivery document
True	Transaction variant is assigned to the sales



Which of the following statements are true?

More than one correct answer is correct. Answer True or False

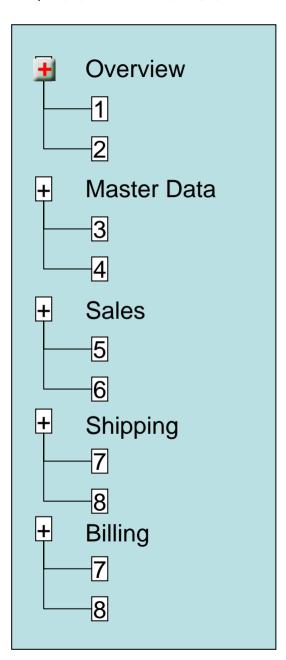
True False	Consignment processing must always have a delivery document created
True False	In cash processing, a billing document is automatically created after saving the sales order
TrueFalse	Several warehouses can be assigned to a combination of plant and shipping point
True False	Creating a rush order requires you to create a delivery document manually
True	A subsequent delivery free of charge order

requires you to input a reference order

document always

True

False



Which of the following statements are correct?

More than one correct answer is correct. Answer True or False

True In shipping, post goods issue is an optional activity

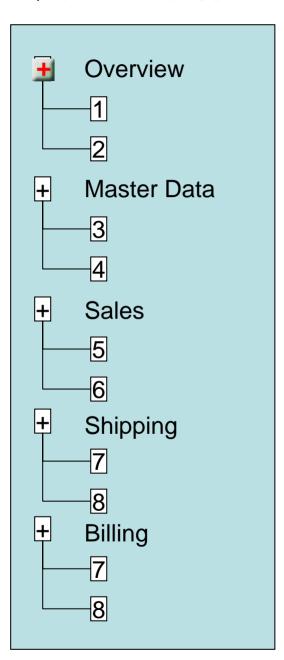
A sales order is an electronic document that

False False records your customer's request for goods and services

True A delivery document can be created with reference to a pre-sales document

Credit memo request is a billing document

True
In shipping, packing activity is optional



Which of the following statements are correct?

True

False

True

False

More than one correct answer is correct. Answer True or False

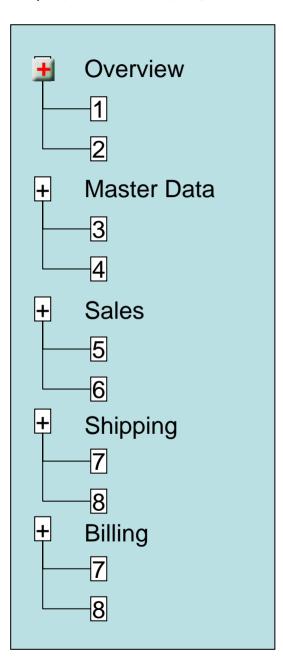
TrueFalseIn a third party process, a production orderis triggered after saving the sales document

An alternate sold-to party can be indicated if there are no succeeding document referring to the sales order

During sales order creation, the configuration of the sales document type decides whether you can enter the document number manually.

The item division field in the sales doc type allows us to vary division from header and item level of a sales document

The default pricing date can be set in the configuration of the item category



Which of the following statements are correct?

True

False

True

False

True

False

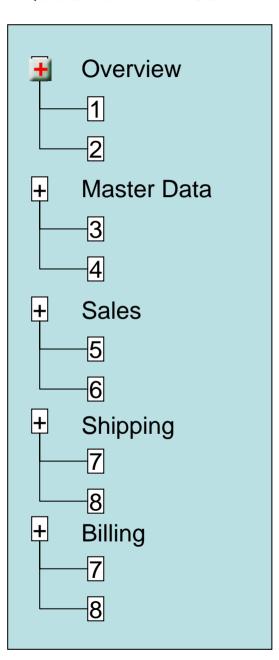
More than one correct answer is correct. Answer True or False

True False	In sales doc type configuration, it is possible to set mandatory reference to a delivery document
True False	You can still block use of a sales doc type once it is assigned to a specific sales area
	If both SP and DV has listing master data

If both SP and PY has listing master data, the system follows only the listing based on the SP

If both SP and PY has an exclusion master data, the system follows the materials listed on both customers.

Partner determination procedure contains an access sequence



Which of the following statements are correct about free goods?

True False	It is possible to automatically record inclusive bonus quantities of an item on one line in sales documents
True False	To activate one-line inclusive bonus quantities, you must set a flag on the free goods master record
TrueFalse	The condition technique is used in free goods
True False	When you enter an exclusive bonus quantity, an extra line appears where you can enter the same ordered material
True False	Once partial deliveries have been shipped, you cannot change any quantity or dates in the order. If data changes, the order item has to be rejected and re-entered