

Question No. 1

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

Only one answer is correct.

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

Question No. 2

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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?

Only one answer is correct.

- 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

Question No. 3

Overview

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

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

True

False

True

False

True

False

True

False

True

False

When creating a material master it is mandatory that you specify the industry sector like the material type

Partner determination is assigned to material type

You can set the selling price in the material master

Material master records are maintained per sales area

Sometimes it is necessary to maintain a sales view for materials you want to sell

Question No. 4

Overview

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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

False

True

Accounting and MRP 1

False

True

Sales and purchasing view

False

True

Basic data 1 and 2

False

Question No. 5

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

Only one answer is correct.

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

Question No. 6

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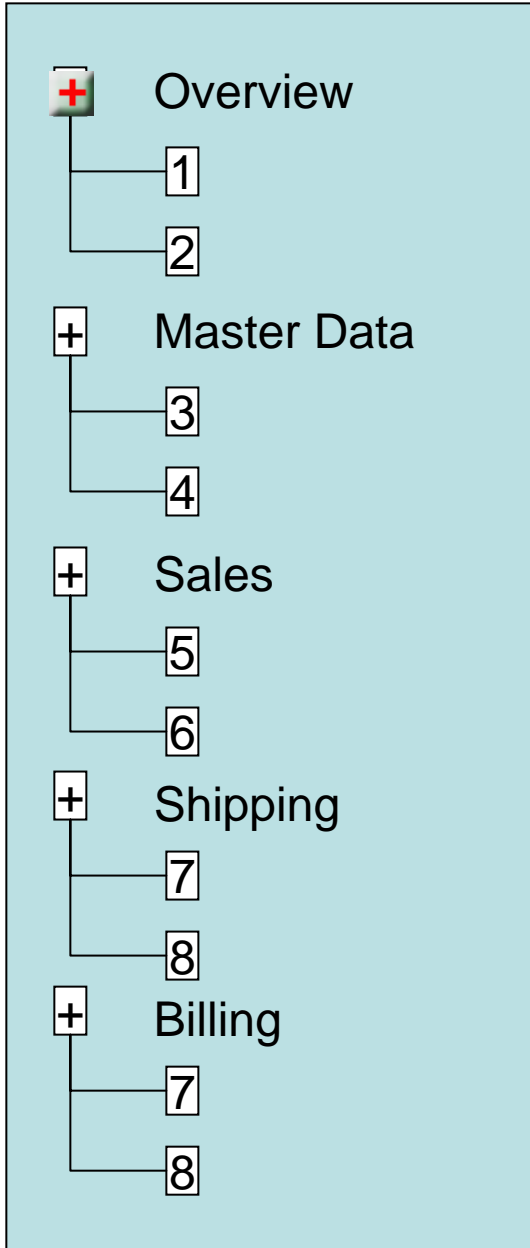
In SAP, it is possible to vary transaction currency in the header and item level of the sales document

Only one answer is correct.

True

False

Question No. 7



Which of the following statements about outline agreements are correct?

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

- True
- 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

- True
- False

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

- True
- False

If the quantity in the scheduling lines exceeds the target quantity, the system issues a warning message

- True
- False

Once a release order for a value contract is created, you cannot anymore change the value specified in the contract.

- True
- False

Contracts always require a release order document

Question No. 8

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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?

Only one answer is correct.

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

Question No. 9

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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

True

Organizational structures

False

Question No. 10

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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?

Only one answer is correct.

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

Question No. 11

 Overview

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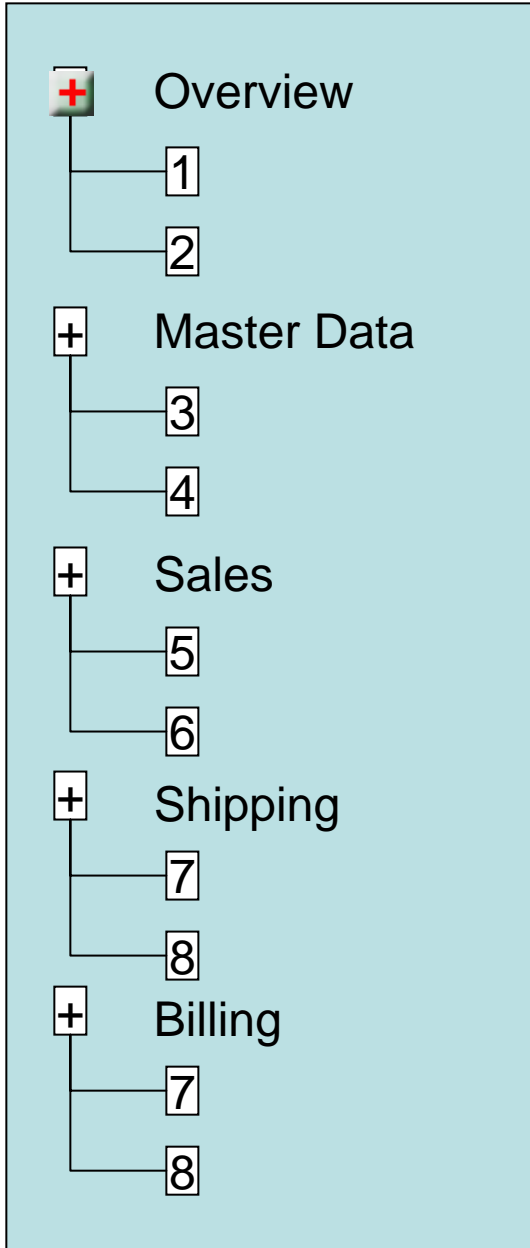
In controlling which order types are permitted for a particular sales area, configuration is not required if all order types are permitted in all sales areas.

Only one answer is correct.

True

False

Question No. 12



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 line category
- False

- True A billing block can be set in the item category
- False

- True Consignment pick-up always requires a delivery document
- False

- True A delivery block can be defaulted in the item level of your sales document
- False

- True It is possible to set a delivery block from the header level of the sales document
- False

Question No. 13

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

Only one answer is correct.

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

Question No. 14

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

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

True

False

True

False

True

False

True

False

True

False

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

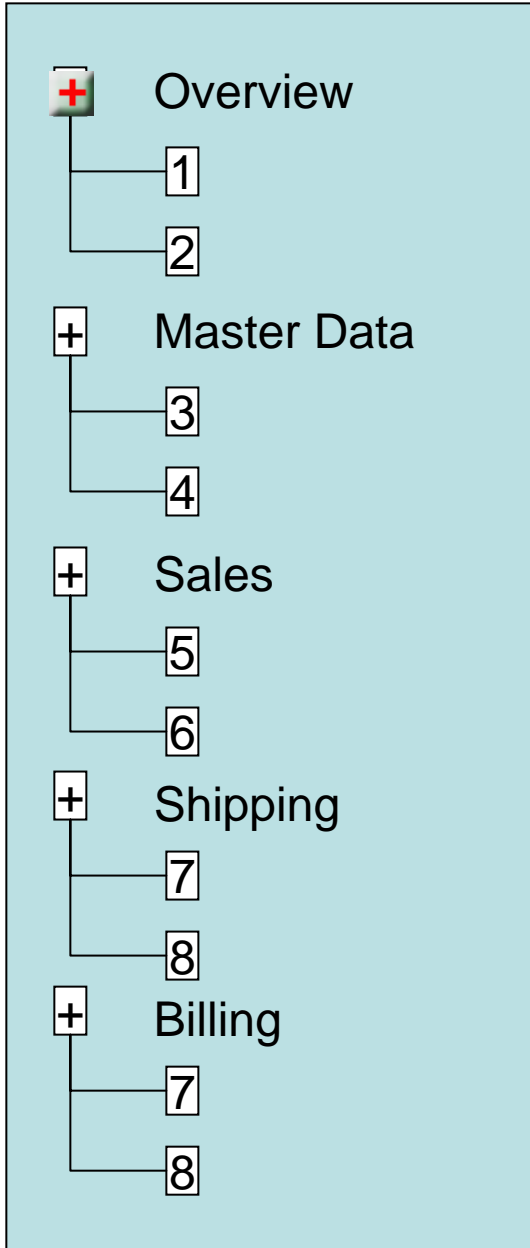
In inclusive bonus quantities, the ordered goods and free goods always involve the same material

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

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

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

Question No. 15



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

True
 False

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

Question No. 16

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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

Sales area



False



True

Sales organization, distribution channel and plant



False



True

Distribution channel and plant



False



True

Sales organization, distribution channel and item division



False



True

Item division and plant



False

Question No. 17

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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 organization & plants: 1 to Many

False

True

Relationship bet. sales organization & company code = Many to Many

False

True

Relationship between plant & company code: Many to 1

False

True

Relationship bet. sales organization & company codes: Many to 1

False

True

Relationship bet. plant & shipping point: many to many

False

Question No. 18

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Which of the following statements are correct?

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

True

False

True

False

True

False

True

False

True

False

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

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

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

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

You can assign several plants to a company code

Question No. 19

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Which of the following statements are correct?

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

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

Question No. 20

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Which of the following statements are true about Sales Organization?

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

True

Assigned to only one company code

False

True

Assigned to one or more plants

False

True

Provides a general structure for the distribution of goods

False

True

Responsible for product liability and other customer rights of recourse

False

True

In the SD module, the use of this organizational unit is optional

False

Question No. 21

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Which of these statements are correct?

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

True

False

True

False

True

False

True

False

True

False

The availability check is always carried out in the order.

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

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.

Question No. 22

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Which organizational units make up a sales area?

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

True

Company code

False

True

Sales organization

False

True

Sales office

False

True

Distribution Channel

False

True

Division

False

Question No. 23

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Which of the following are true about a plant?

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

True

Can be a production facility and location for storing stocks

False

True

Can be assigned to several company codes

False

True

Can be assigned to several sales organizations

False

True

Can be entered in a customer material info record

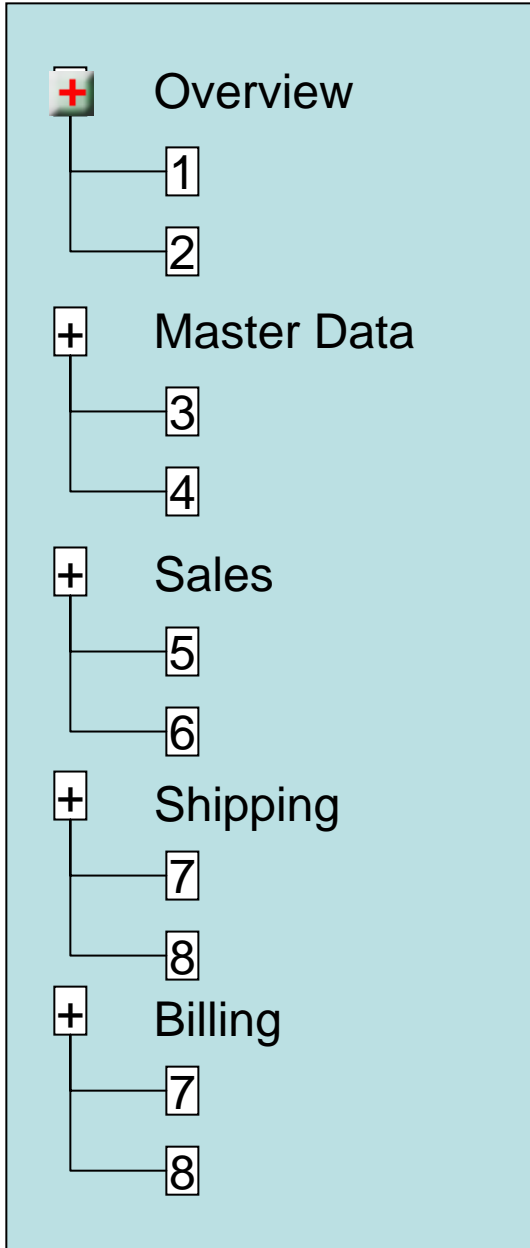
False

True

Can represent one or more material stock locations

False

Question No. 24



What is in the incompleteness 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

True
 False

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

Incompleteness 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 incompleteness procedure.

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

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

Question No. 25

Overview

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

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

True

False

Safety stock

True

False

Blocked stock

True

False

Replenishment leadtime

True

False

Transportation planning leadtime

True

False

Transit time

Question No. 26

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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

Question No. 27

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

Only one answer is correct.

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

Question No. 28

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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

False

Customer-material specific delivery agreements

True

False

Customer-material specific pricing data

True

False

Customer-material specific goods receiving hours

True

False

Customer's material description

Question No. 29

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Which of the following statements about customer master is correct?

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

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

Question No. 30

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

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

- True
- False

System does a forward scheduling if backward scheduling is not configured (mark "blank" on configuration)

- True
- False

System does not do a forward scheduling if replenishment leadtime is set up

- True
- False

System does a forward scheduling if material availability date is in the past

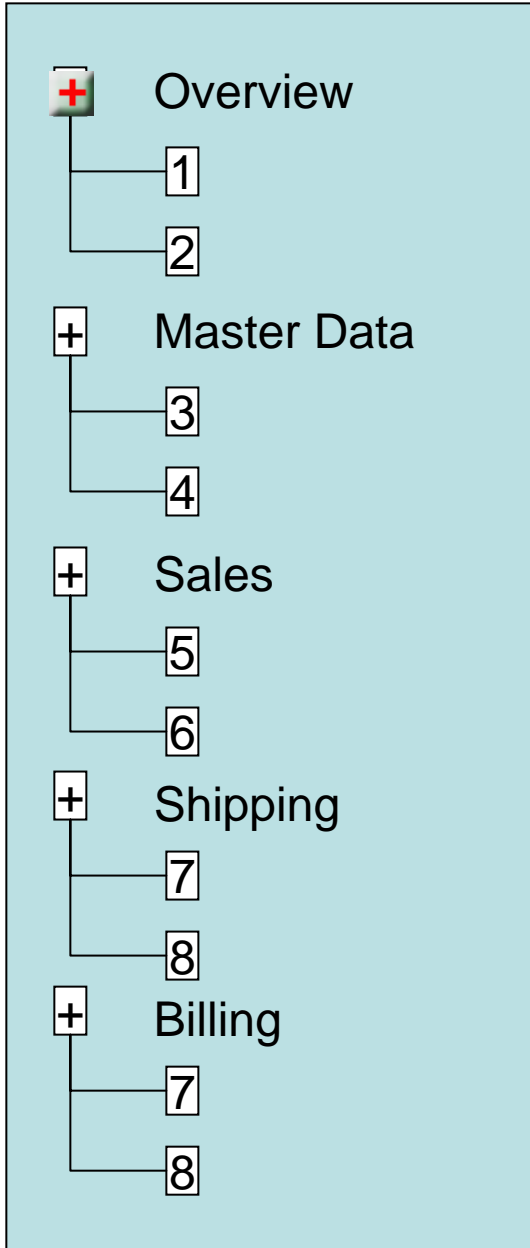
- True
- False

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)

Question No. 31



How is schedule line determined?

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

- True
- False

MRP type and item category group

- True
- False

MRP Type and shipping point

- True
- False

Item category and document type

- True
- False

Item category and MRP type

- True
- False

Item category and material master

Question No. 32

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

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

- True
- False

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

- True
- False

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

Question No. 33

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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
- False

A sales group can be assigned to more than 1 sales office

Question No. 34

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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

Question No. 35

Overview

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Which of the following statements about partner determination are correct?

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

True

In customer master, partner determination procedure is assigned to account groups

False

True

In shipments, partner determination procedure is assigned to shipment type

False

True

In billing header, partner determination proc is assigned to billing document type

False

True

In billing item, partner determination proc is assigned to billing item category

False

True

In delivery, partner determination procedure is assigned to delivery item category

False

Question No. 36

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Which of the following statements are correct?

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

True

False

True

False

True

False

True

False

True

False

It is possible to create a customer master data even without entering a reference account group

The system uses the account group in determining the customer no.

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

Partner determination is linked to an account group

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

Question No. 37

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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

Question No. 38

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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

Question No. 39

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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?

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

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

Question No. 40

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Which of the following statements are true?

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

True

False

True

False

True

False

True

False

True

False

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

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

Availability check is carried out at sales area level

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

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

Question No. 41

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Which of the following statements about consignments are correct?

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

True

False

Consignment pick-up sends goods to customer's non-valuation 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 valuation stock for consignment fill-up.

True

False

In the standard configuration for a Consignment fill-up, the billing document is automatically posted to accounting

Question No. 42

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Which of the following statements holds true about consignment?

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

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

Question No. 43

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Which of the following statements about document flow are correct?

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

True

False

Customer questions can be answered quickly and reliably

True

False

Document flow is updated on item level only

True

False

Only succeeding documents are displayed

True

False

Preceding documents are sometimes displayed

True

False

Credit information can be derived

Question No. 44

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

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

True

Shipping condition

False

True

Sales area

False

True

Sales document type

False

True

High level item category

False

True

Usage

False

Question No. 45

Overview

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Which of the following statements are correct?

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

True

False

True

False

True

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

You can create only one shipment cost document for every shipment document

In the standard system, you can create a delivery document with reference to a quotation even IF the quotation is not valid.

You can find sales price of the material from the material master data

Question No. 46

 Overview

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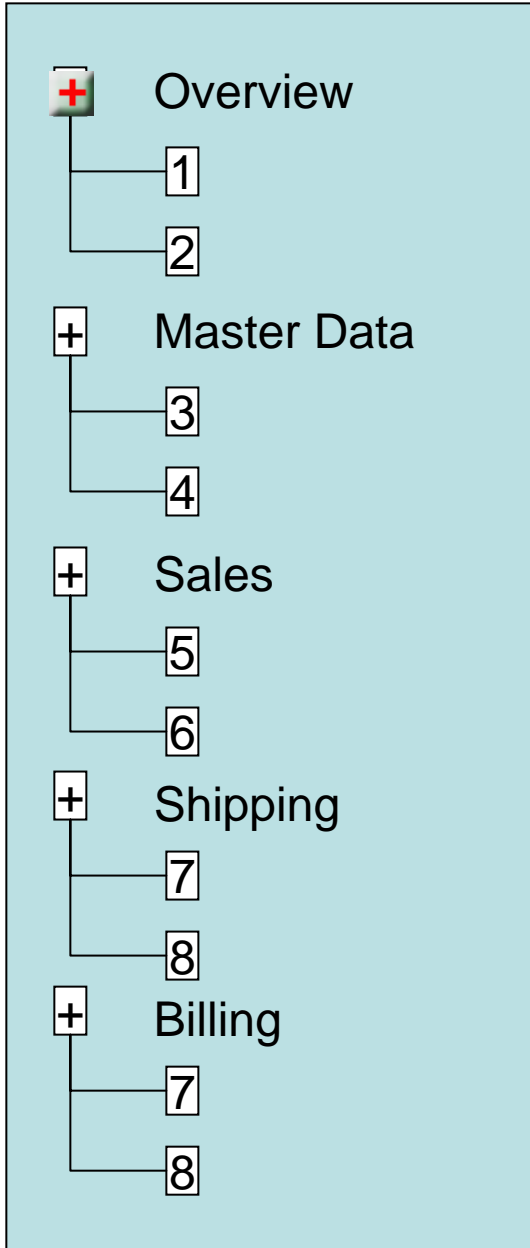
8

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

Question No. 47



Which of the following statements about material determination are true?

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

- True
- False

A material master record is not required for the material number that is being replaced

- True
- False

Material determination is a tool to automatically exchange materials in the sales document

- True
- False

In material determination, the system automatically searches for valid master records previously created in material determination

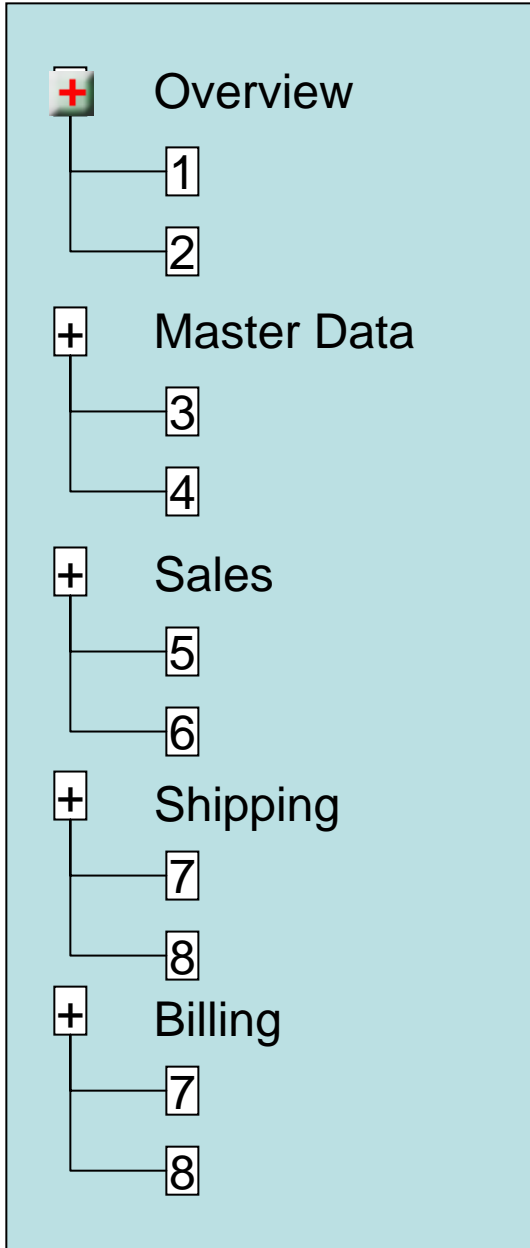
- True
- False

The sales document header overview contains information about the material that was originally entered as well as the reason for substitution

- True
- False

During order entry, the material ordered by the customer is replaced by the substitute defined in the master record

Question No. 48



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

True

False

True

False

True

False

True

False

Incoterms

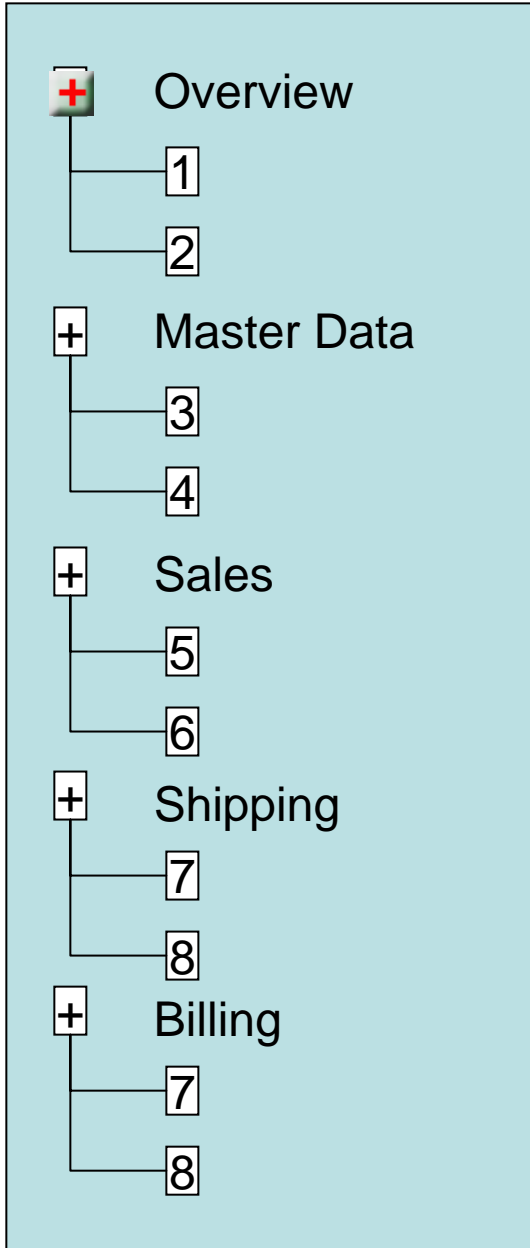
Date on which shipping processing should begin

Shipping point

Partner function

Route

Question No. 49



Which of the following statements are correct?

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

True

False

In rush order processing, it is possible to print invoice document from the sales document

True

False

In consignment processing, goods are delivered to the customer but remain the property of the seller until they are actually used

True

False

For both rush and cash orders, the default configuration automatically creates a delivery document once the orders are saved

True

False

Consignment issue is not relevant for picking

True

False

Consignment fill up is not relevant for delivery

Question No. 50

 Overview

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 Master Data

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8

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

False

True

Sales document type

False

True

Customer master record

False

Question No. 51

 Overview

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 Master Data

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 Billing

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8

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

False

Ship-to party

True

False

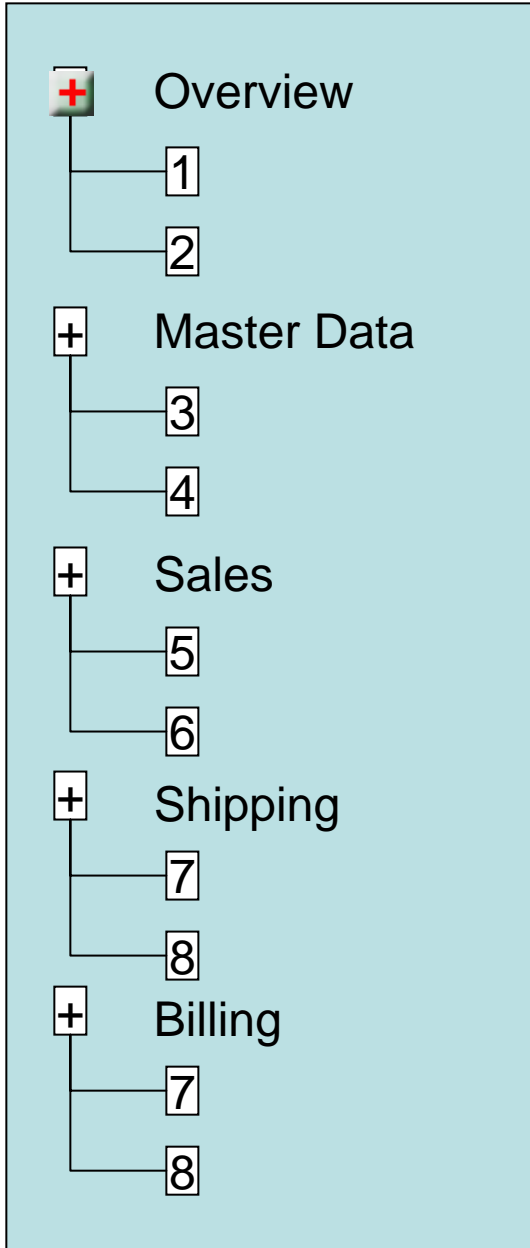
Payer

True

False

Bill-to party

Question No. 52



Route determination involves which of the following?

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

True

Shipping condition

False

True

Shipping point

False

True

Destination country/ zone

False

True

Material master

False

True

Transportation group

False

Question No. 53

Overview

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Master Data

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8

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

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

True

Every order is clearly assigned to a sales area

False

True

Data at header level always applies to all items.

False

True

A delivery block can be set at schedule line level.

False

True

During order entry you can also work with the individual material numbers from the ordering party

False

True

Data which is determined automatically during order entry from the customer or material master record cannot be changed manually.

False

Question No. 54

Overview

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Master Data

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8

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

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

True

False

Free of charge delivery

True

False

Consignment return

True

False

Return order

True

False

Invoice correction request

True

False

Subsequent delivery free of charge

Question No. 55

 Overview

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8

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 one correct answer is correct. Answer True or False

True

Sales document type

False

True

Item category

False

True

Schedule line category

False

True

Info record field

False

True

Check division setting

False

Question No. 56

 Overview

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8

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

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

True

Sales document

False

True

Inquiry document

False

True

Quotation document

False

True

Delivery document

False

True

Billing document

False

Question No. 57

Overview

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Master Data

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Sales

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8

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

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

True

Generates delivery due list

False

True

Generates additional documents for accounting

False

True

Updates document flow

False

True

Automatically transfers billing data to accounting

False

True

Updates value changes in the balance sheet accounts for inventory accounting

False

Question No. 58

Overview

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Billing

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8

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

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

True

Post goods issue date

False

True

Delivery date

False

True

Transportation planning date

False

True

Loading date

False

True

Material availability date

False

Question No. 59

 Overview

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 Master Data

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8

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

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

True

Sales document type

False

True

Storage condition

False

True

Plant

False

True

Transportation group

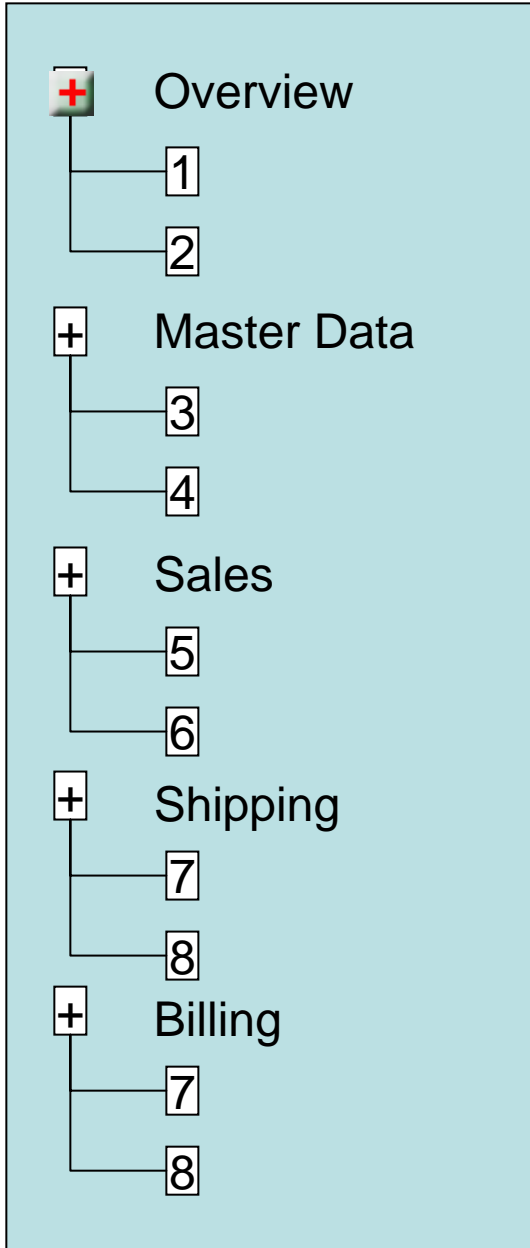
False

True

Material master

False

Question No. 60



Which of these statements on transportation planning point are correct?

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

- 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

Question No. 61

Overview

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Billing supports which of the following activities?

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

True

Creating credit memo requests

False

True

Creating invoices for deliveries

False

True

Cancellation of previously posted billing documents

False

True

Automatic transfer of billing document data to accounting

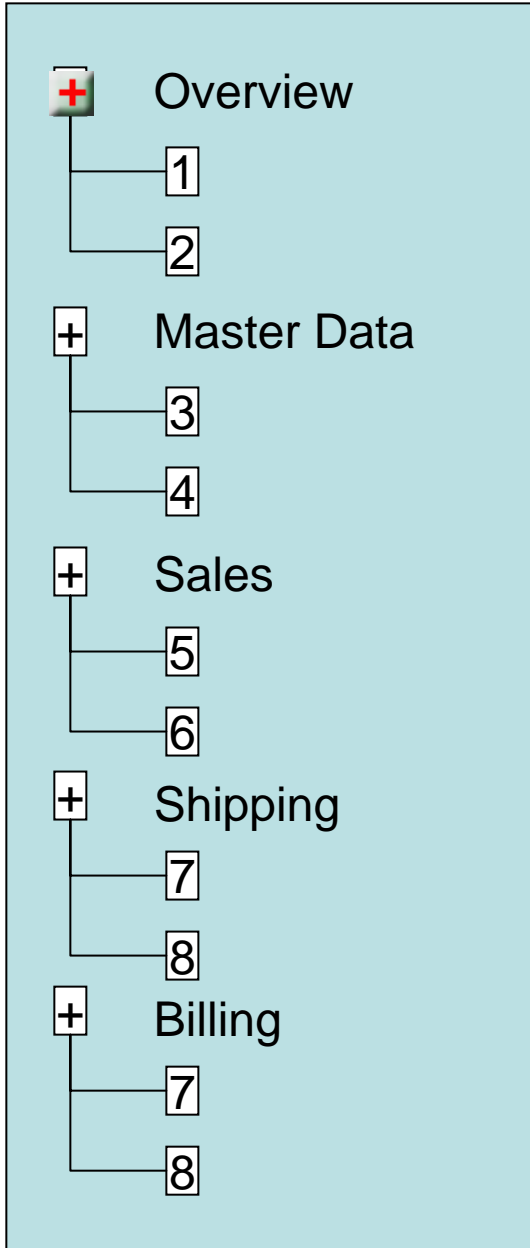
False

True

Creating invoices for orders

False

Question No. 62



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

- True
- False

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

- True
- False

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

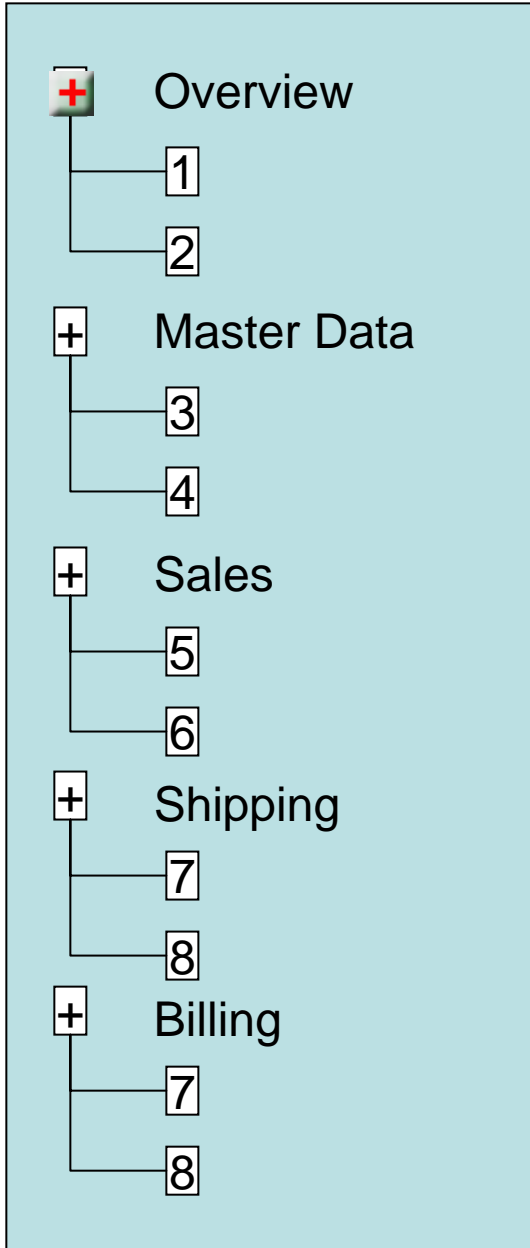
- True
- False

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

- True
- False

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

Question No. 63



Which of the following statements are correct?

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

- True
- False

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 post-goods-issue is completed

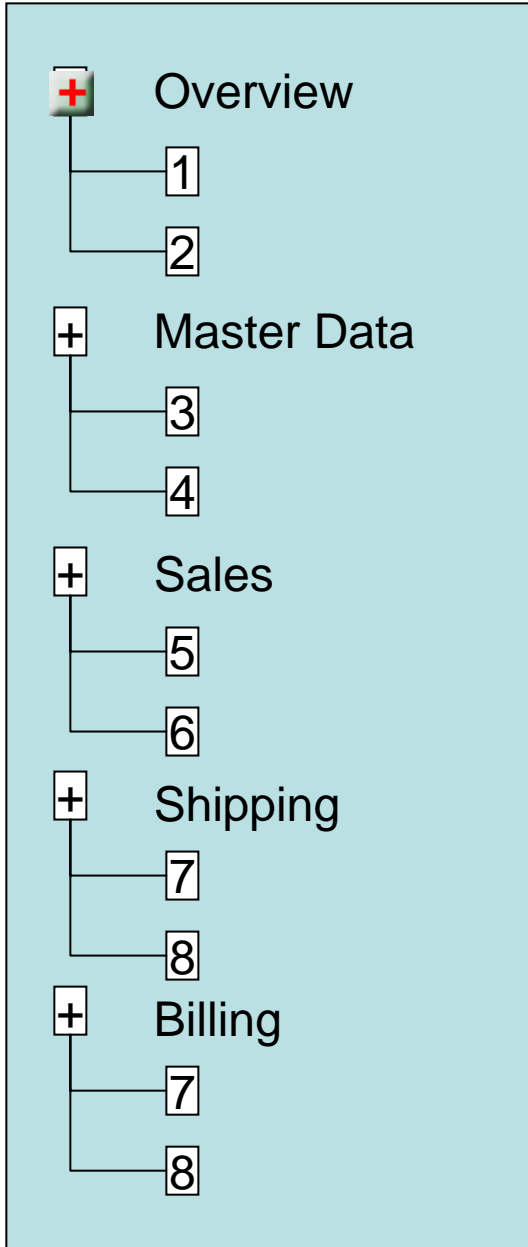
- True
- False

Status information can always be seen from the header and item level of the delivery document

- True
- False

Transaction variant is assigned to the sales document type

Question No. 64



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

- True
- False

Several warehouses can be assigned to a combination of plant and shipping point

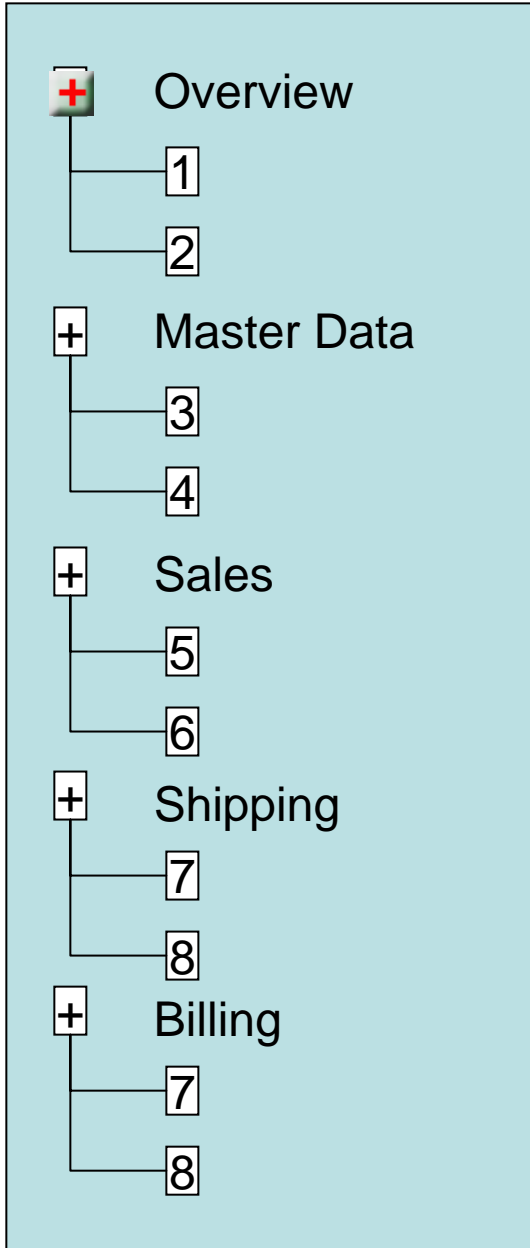
- True
- False

Creating a rush order requires you to create a delivery document manually

- True
- False

A subsequent delivery free of charge order requires you to input a reference order document always

Question No. 65



Which of the following statements are correct?

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

- True
- False

In shipping, post goods issue is an optional activity

- True
- False

A sales order is an electronic document that records your customer's request for goods and services

- True
- False

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

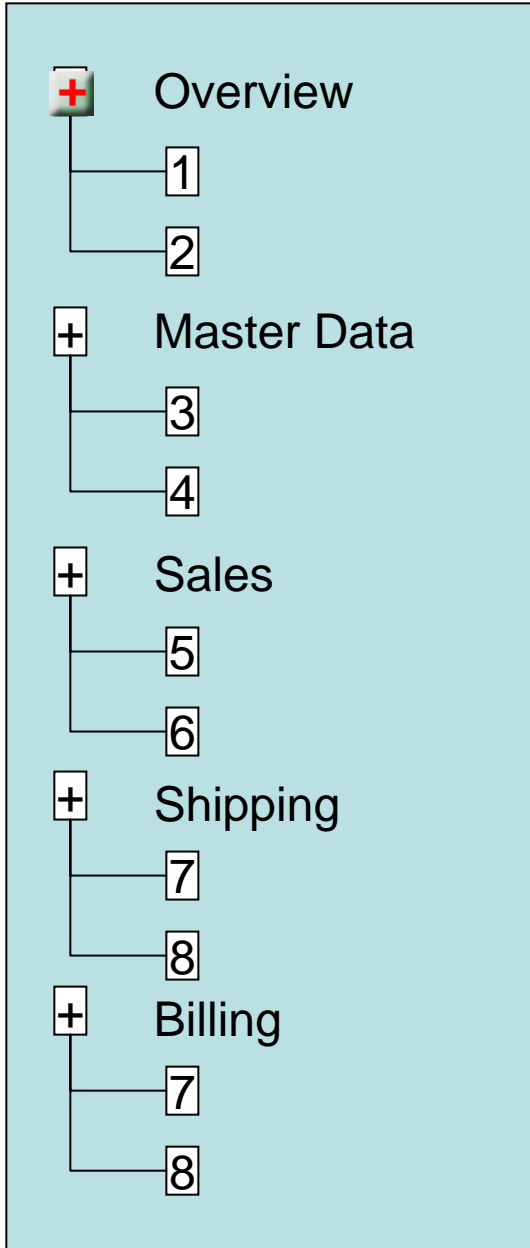
- True
- False

Credit memo request is a billing document

- True
- False

In shipping, packing activity is optional

Question No. 66



Which of the following statements are correct?

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

- True
- False

In a third party process, a production order is triggered after saving the sales document

- True
- False

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

- True
- False

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

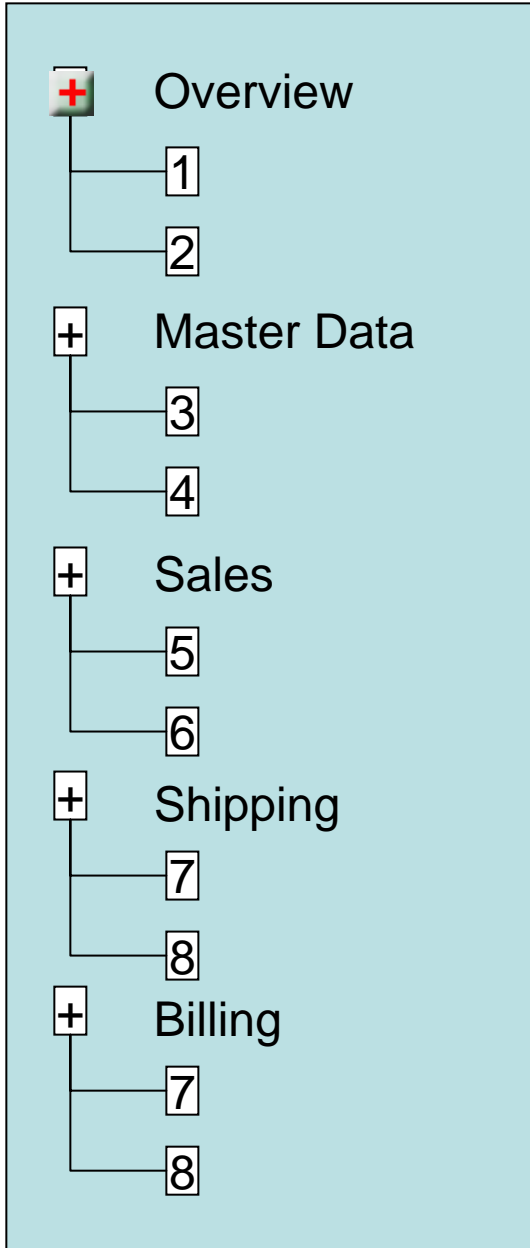
- True
- False

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

- True
- False

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

Question No. 67



Which of the following statements are correct?

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

True
 False

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

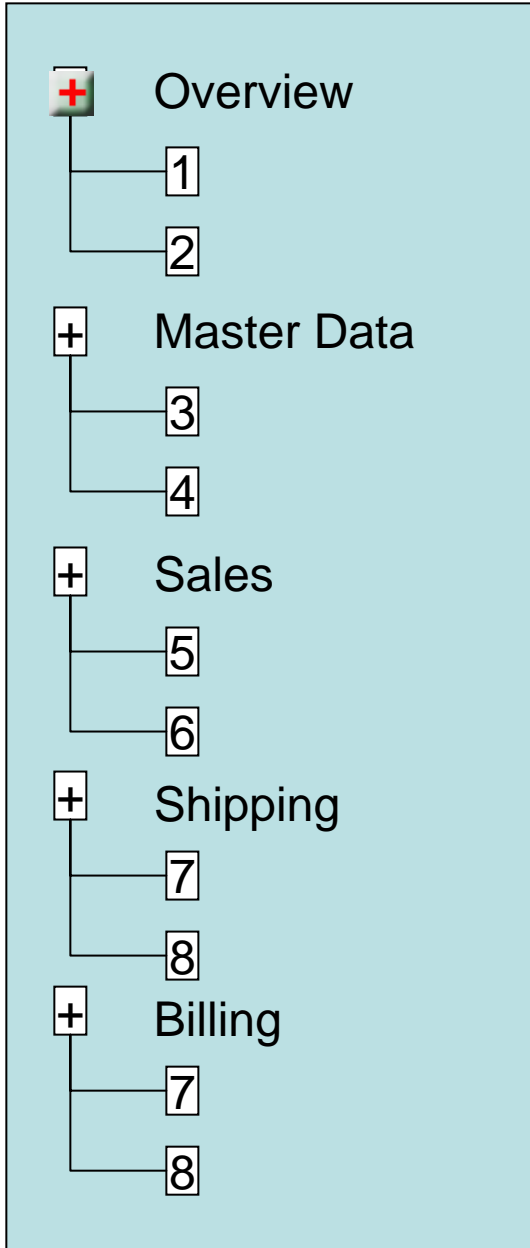
True
 False

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

True
 False

Partner determination procedure contains an access sequence

Question No. 68



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

True
 False

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