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**QUESTION 1**

Proper expectation management with the customer is crucial to the overall success of the project.

How do you ensure that the customer's expectations are set properly before engagement?

- A. Qualify the solution to the prospect during the delta requirements phase
- B. Position the change order process in the realization phase
- C. Position the change management process in the go-live and support phase
- D. Define and agree upon the scope before the start of the project

Correct Answer: D

QUESTION 2

A customer wants to create their profit and loss statement according to the cost of sales principle.

What master data supports this requirement?

- A. Cost centre
- B. Profit centre
- C. General ledger account
- D. Segment

Correct Answer: A

QUESTION 3

In SAP Financial Accounting, the company code is the main organizational structure that determines the legal substance of the organization.

If you are implementing SAP ERP in an organization with more than one affiliated company, which of the following assignments are possible? (Choose two)

- A. All company codes are assigned to one group of companies and each company code is assigned to its own chart of accounts.
- B. All company codes are assigned to one group of companies and one chart of accounts is assigned to all company codes.
- C. One company code is assigned to one group of companies and many charts of accounts are assigned to the company code.
- D. All company codes are assigned to one group of companies and each company code is assigned to many charts of accounts.



Correct Answer: AB

QUESTION 4

Which currency types are available for budgeting on internal orders? (Choose three)

- A. Controlling area currency
- B. Object currency
- C. Company code currency
- D. Freely-definable currency
- E. Transaction currency

Correct Answer: ABD

QUESTION 5

When you make a change to an asset, at what point does the planned depreciation change in Asset Accounting?

- A. After a posting to a fixed asset
- B. After depreciation is run and posted to the general ledger
- C. After depreciation is run without being posted
- D. After depreciation is run and posted to the fixed assets ledger

Correct Answer: A

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