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**QUESTION 1**

In the evaluation phase, you assess the prospect against the SAP Business All-in-One solution.

The leading role here belongs to the virtual account team. This team usually consists of a sales executive, the consulting engagement manager, and the project manager.

As well as assessing the prospect against the SAP Business All-in-One solution, what else is the responsibility of the virtual account team in the evaluation phase?

- A. To start data migration
- B. To check if the customer project resources are trained
- C. To submit the preliminary proposal
- D. To check if the system is ready to start development

Correct Answer: C

QUESTION 2

Which "additional" planning method is available for internal orders if you have information about sources of supply and vendors' prices based on quantities?

- A. Unit cost planning
- B. Activity input planning
- C. Overall planning
- D. Primary cost planning

Correct Answer: A

QUESTION 3

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 4**

Preconfigured forms are delivered with SAP Best Practices. The scenarios delivered with the SAP Best Practices Baseline Package make use of these forms.

You are in a delta requirements session with a customer who has special forms requirements.

What is the recommended first step in this situation?

- A. Start entering the details in the appropriate customer specification documents to generate a new form.
- B. Explain the additional service fee structure for this request.
- C. Use additional technology such as Adobe Document Services to implement the form.
- D. Check whether similar preconfigured forms exist in the Best Practices package and specify the required changes.

Correct Answer: D

QUESTION 5

One of the most important accelerators provided by ASAP Focus Roadmaps for Organizational Change Management (OCM) is the "Roles Assignment and Impact Mapping" spreadsheet.

Which tasks are accelerated by using this spreadsheet?

- A. 1. Identifying the impact of new business scenarios on the company

2.

Assigning user roles

3.

Identifying the impact of new roles on individuals

4.

Defining the transition plan

- B. 1. Creating and modifying roles

2.

Assigning user roles

3.

Identifying the impact of new roles on individuals



4.

Defining the transition plan

C. 1. Identifying the impact of new business scenarios on the company

2.

Identifying the impact of new roles on individuals

3.

Defining the communication plan

4.

Defining the transition plan

D. 1. Creating and modifying roles

2.

Identifying the impact of new roles on individuals

3.

Defining the communication plan

4.

Defining the transition plan

Correct Answer: A

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