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QUESTION 1

What is the highest organizational unit in Sales Order management? (Choose the correct answer)

- A. Client
- B. Company Code
- C. Sales Organization
- D. Plant

Correct Answer: B

QUESTION 2

In SAP ERP, Sales Order Management Process, a billing document is created.

When a billing document is saved, in SAP ERP, what integration points occur? (Choose three)

- A. The customer's credit account is updated.
- B. On hand inventory is decreased.
- C. Actual demand is reduced.
- D. An open item is posted on the customer's account.
- E. Revenue is increased.

Correct Answer: ADE

QUESTION 3

A customer Service order is created in SAP ERP Customer Service. External operations for services are created for this order. What document is created when this customer service order is saved or released?

- A. A purchase order
- B. A service entry sheet
- C. A service acceptance document
- D. A purchase requisition
- E. A customer's invoice

Correct Answer: D

QUESTION 4

In the case of a transport order, the process can be monitored using the PO history. (True/False)

- A. True
- B. False

Correct Answer: A

QUESTION 5

What is the purpose of a routing in the manufacturing business process?

- A. Lists the sequence of steps for producing a material.
- B. Lists the specific output of a resource.
- C. Provides formulas for scheduling and capacity planning.
- D. Collects actual labor and machine costs.

Correct Answer: A

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