

# C\_ISR\_60<sup>Q&As</sup>

SAP Certified Application Associate - SAP for Retail with SAP ERP 6.0

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**QUESTION 1**

Which one of the following price determination elements must be configured so that certain condition lines of a purchase order will appear on the print output?

- A. Access sequence
- B. Condition type
- C. Calculation schema
- D. Schema group

Correct Answer: C

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**QUESTION 2**

Which of the following are the mandatory organizational levels for the Sales view of the article master?

- A. Sales Organization, Distribution Channel and Site
- B. Sales Organization and Distribution Channel
- C. Sales Organization
- D. Sales Organization and Site

Correct Answer: B

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**QUESTION 3**

In addition to SAP Retail, you also implement SAP Warehouse Management (SAP WM) in your company. What do you need to consider regarding the connection of SAP Retail to SAP WM?

- A. Each storage location in SAP Retail is assigned one storage bin in SAP WM.
- B. Each storage location in SAP Retail is assigned one warehouse number in SAP WM.
- C. Each storage area is divided into several storage types.
- D. Each storage location in SAP Retail is assigned several warehouse numbers.

Correct Answer: B

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**QUESTION 4**

Which of the following needs to be considered when using the replenishment based inventory management procedure?

- A. Only the unrestricted-use stock type is monitored.

- B. Documents are created for all goods movements.
- C. Different stock types are monitored.
- D. Documents are created for goods receipts only.

Correct Answer: A

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#### QUESTION 5

Which of the following two master records are mandatory for every site in SAP retail?

- A. Site Master and Vendor Master
- B. Customer Master and Vendor Master
- C. Site Master and Article Master
- D. Site Master and Customer Master

Correct Answer: D

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#### QUESTION 6

A retailer frequently encounters the problem in their distribution center that vendors do not deliver the exact quantities that have been ordered (as a collective purchase order) for forwarding to their stores.

Which of the following settings can you make in SAP Retail to automatically adjust quantities?

- A. For each distribution center you can specify the percentage at which quantity differences can be automatically adjusted.
- B. For each vendor and processing method I you can specify the quantity variance that you will automatically accept.
- C. For each vendor you can specify if the total quantity of goods is automatically returned.
- D. For each distribution center and each processing method you can select the algorithm used to distribute over deliveries or under deliveries.

Correct Answer: D

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#### QUESTION 7

What do you need to take into account when you use article hierarchies in SAP Retail? (Choose two)

- A. Multiple assignments of articles are possible within the article category level.
- B. If you want to use the function Purchase order manager, you must use an article hierarchy.
- C. You can use planned article hierarchies to prepare changes in the active article hierarchy.

D. There can be multiple active distribution chain-specific article hierarchies.

Correct Answer: CD

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**QUESTION 8**

Which of the following functions does the Price Planning Workbench (PPW) offer with regard to markdown proposals?  
(Choose three)

- A. Markdown proposals are copied to a price planning document.
- B. Markdown proposals can be copied.
- C. Purchase prices are calculated based on markdown proposals.
- D. Sales prices are calculated based on markdown proposals.
- E. Markdown proposals that were generated in slow seller management in SAP NetWeaver BI can be selected.

Correct Answer: ADE

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**QUESTION 9**

Which of the following features in SAP allows the tracking of packaged stock at a storage location level?

- A. Handling Unit
- B. Inbound Delivery
- C. Outbound Delivery
- D. Purchase Order

Correct Answer: A

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**QUESTION 10**

SAP Retail requires the Retail Specific Easy Access Menu - W10T. Where in the system would you make this entry?

- A. User Profile -> Parameters
- B. Extras -> Settings
- C. User Profile -> Defaults
- D. Customizing the Local Layout -> Options

Correct Answer: C

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**QUESTION 11**

Which of the following does the site profile control when you create a new site in SAP Retail? (Choose three)

- A. The assortment type.
- B. The level at which article data is saved.
- C. The account group of the customer.
- D. The account group of the vendor.
- E. The site category.

Correct Answer: CDE

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**QUESTION 12**

In SAP Retail, you have set fixed order and delivery days for requirements planning for your vendor.

Which of the following RP procedures can you use to ensure that the article is considered during the next planning run if the stock of the article falls below a defined threshold?

- A. Forecast-based planning
- B. Manual reorder point planning
- C. Automatic reorder point planning
- D. Time-phased with automatic reorder point

Correct Answer: D

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**QUESTION 13**

How can you simplify master data maintenance for replenishment for a large number of articles and stores? (Choose two)

- A. In the site profile
- B. Through mass maintenance of logistics data
- C. In the requirement groups
- D. Inventory management on merchandise category basis

Correct Answer: BC

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**QUESTION 14**

You want to use Open-To-Buy (OTB) planning in SAP NetWeaver Business Intelligence and the OTB check in SAP

Retail.

In which sequence do you have to configure the system?

- A. Define the budget type - Determine the characteristics of the budget level - Activate the budget type (in SAP BI) - Transfer the budget Customizing - Activate the budget type (in SAP Retail)
- B. Determine the characteristics of the budget level - Define the budget type - Activate the budget type (in SAP BI) - Transfer the budget customizing - Activate the budget type (in SAP Retail)
- C. Determine the characteristics of the budget level - Define the budget type - - Activate the budget type (in SAP BI) - Activate the budget type (in SAP Retail) - Transfer the budget Customizing
- D. Define the budget type - Determine the characteristics of the budget level - Transfer the budget Customizing - Activate the budget type (in SAP BI) - Activate the budget type (in SAP Retail)

Correct Answer: B

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#### QUESTION 15

Which of the following statements apply when you create sites using reference sites? (Choose two)

- A. Reference sites are used as copy templates.
- B. Data from the reference site of the initial screen overrides the data from the reference site of the site profile.
- C. Articles that are listed for a reference site are listed for the new site you create.
- D. General assortments that are assigned to a reference site are assigned to the new site you create.

Correct Answer: AB

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