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QUESTION 1

Which functions are performed by the outbound delivery document? There are 2 correct answers to this question.

- A. Storage location determination
- B. Plant determination
- C. Batch determination
- D. Shipping point determination

Correct Answer: BD

QUESTION 2

Which elements contribute to the available quantity during an Available-to-Promise (ATP) check for a sales order item? There are 3 correct answers to this question.

- A. Stocks
- B. Transfer orders
- C. Shipment documents
- D. Sales documents
- E. Purchase orders

Correct Answer: ADE

QUESTION 3

When you create a business partner, which categories can you select? There are 3 correct answers to this question.

- A. Person
- B. Group
- C. Organization
- D. Company
- E. Customer

Correct Answer: ABC

QUESTION 4

Which SAP Fiori apps are assigned to business role Internal Sales Representative? There are 2 correct answers to this question.

- A. Pick Outbound Delivery
- B. Manage Sales Quotations
- C. Sales Order Fulfillment Monitor
- D. Manage Billing Documents

Correct Answer: BC

QUESTION 5

Which organizational unit is used for interim storage in EWM? Please choose the correct answer.

- A. Staging area
- B. Activity area
- C. Storage location
- D. Door

Correct Answer: A

QUESTION 6

Which elements are part of item category determination? There are 3 correct answers to this question.

- A. Item category group
- B. SD document category
- C. Sales document type
- D. Material group
- E. Higher level item category

Correct Answer: ACE

QUESTION 7

Which elements contribute to the available quantity during an Available-to-Promise (ATP) check for a sales order item? There are 3 correct answers to this question.

- A. Shipment documents
- B. Stocks

- C. Purchase orders
- D. Sales documents
- E. Transfer orders

Correct Answer: BCD

QUESTION 8

Which of the following sequences describe a part of a sales process? There are 2 correct answers to this question.

- A. Quotation --> Warehouse Order --> Post goods issue --> Invoice
- B. Invoice --> Invoice correction request --> Post goods issue --> Invoice
- C. Cash sales --> Delivery --> Post goods issue --> Invoice --> Post financial accounting
- D. Delivery --> Post goods issue --> Invoice --> Invoice cancellation

Correct Answer: CD

QUESTION 9

In SAP S/4HANA Sales, which steps in the sale from stock process are optional? There are 2 correct answers to this question.

- A. Create sales order
- B. Calculate freight costs
- C. Create delivery
- D. Create sales quotation

Correct Answer: BD

QUESTION 10

You want to extend the material master record to another sales organization and distribution channel.

Which activity do you have to perform to achieve this?

Please choose the correct answer.

- A. Change material
- B. Change material type
- C. Create material

D. Create material type

Correct Answer: A

QUESTION 11

What changes were made to the SAP ERP SD data model when it was converted to SAP S/4HANA? There are 2 correct answers to this question.

- A. Status fields were moved to the corresponding header and item tables
- B. The document flow table was changed to a process overview table that combines document flow and status information
- C. The field length extension of the SD document category (VB Typ) was reduced to a 1 - character data element
- D. The document index tables were optimized for analytics

Correct Answer: AB

QUESTION 12

What activity is supported by the Sales Order Fulfillment Monitor? Please choose the correct answer.

- A. Resolve incomplete data
- B. Create sales contracts
- C. Track warehouse orders
- D. Change KPI data for sales

Correct Answer: A

QUESTION 13

What does SAP HANA use to classify the usefulness of data? Please choose the correct answer.

- A. Tiers
- B. Confidentiality
- C. Temperatures
- D. Colors

Correct Answer: C

QUESTION 14

Which time elements are included in backward scheduling for a sales order? There are 2 correct answers to this question.

- A. Shipping processing time
- B. Transit time
- C. Planned delivery time
- D. Loading time

Correct Answer: BD

QUESTION 15

Which of the following is contained in a building block of an SAP S/4HANA best practice? Please choose the correct answer.

- A. Test script
- B. Activation content
- C. Scope item fact sheet
- D. Solution scope

Correct Answer: B

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