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SAP Certified Application Associate - SAP S/4HANA Sales 2021 Upskilling

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QUESTION 1

Which lead times can you use in delivery scheduling? Choose Two correct answers.

A. Pick/pack time in a shipping point

B. Transportation leadtime in a route

C. Transit time in a shipping condition

D. Loading time in a plant

Correct Answer: AB

QUESTION 2

What advantages do a single platform for Online Transact on Processing (OLTP) and Online Analytical Processing (OLAP) provide? Choose Two correct answers.

A. A predefined subset of the data is available.

B. The OLAP environmentcontains a full set of the latest data.

C. Multiple copies of the data are provided.

D. Extract, Transform, and Load activities are eliminated.

Correct Answer: BD

QUESTION 3

A customer orders five different materials. Because these materials are available at different dates and times, the customer agrees to partial deliveries where necessary. However, they want to minimize the number of partial deliveries. What should you do to enable partial deliveries for the order, while ensuring as few deliveries as possible? Choose the correct answer.

A. Set the delivery block until all items are fully confirmed.

B. Set complete delivery required in the order header.

C. Set multiple part al deliveries to be allowed for each order item.

D. Set complete delivery required for each order item.

Correct Answer: C

QUESTION 4

A credit memo request was created for a customer\'s sales order. What must a business user do to create the

respective credit memo? Choose Two correct answers.

A. Create the credit memo with reference to the sales order.

B. Create the credit memo with reference to the credit memo request.

C. Ensure the billing block on the credit memo request is removed.

D. Ensure an order reason is entered in the credit memo request item.

Correct Answer: BC

QUESTION 5

Which of the following elements can you use to influence the item category determination in a sales order? Choose Two correct answers.

A. Sales area

B. Material type

C. Sales document type

D. Item category group

Correct Answer: CD

QUESTION 6

For sales order items that are to be picked in a warehouse managed by SAP Extended Warehouse Management (SAP EWM), an outbound delivery is created with reference to the sales order and replicated to SAP EWM. Which type of SAP EWM document is created as a direct result of this replication? Choose the correct answer.

A. An outbound delivery order is created. This is used for the creation of warehouse tasks to manage the pick.

B. An EWM outbound delivery is created. This is used for the creation of a warehouse order to manage the pick.

C. A warehouse order is created. This is used for the creation of warehouse tasks to manage the U pick.

D. A series of warehouse tasks is created. These tasks are grouped into an outbound delivery order, which is used to manage the pick.

Correct Answer: A

QUESTION 7

To which combination of organizational units do you assign a warehouse number? Choose the correct answer.

A. Plant and storage section

B. Plant and storage location

C. Plant and storage type

D. Plant and material staging area

Correct Answer: B

QUESTION 8

Which organizational elements can you configure in Logistics Execution? Choose Three correct answers.

A. Loading point

B. Shipping point

C. Warehouse number

D. Distribution channel

E. Location

Correct Answer: ABC

QUESTION 9

Your project requires that a new text element from the business partner master record is automatically copied into the header information in sales orders. What must you do? Choose Two correct answers.

A. Create a condition master record for the new text type.

B. Assign a text determination procedure to the sales document type.

C. Assign the required text type with an appropriate access sequence to the text determination procedure.

D. Assign a text determination procedure to the sales item category.

Correct Answer: AB

QUESTION 10

In complaints processing in a standard SAP S/4HANA system, which documents can only be created with reference to a billing document? Choose Two correct answers.

A. Invoice correction request

B. Credit memo request

C. Invoice cancellation

D. Subsequentdelivery free of charge

Correct Answer: AC

QUESTION 11

In a standard SAP S/4HANA system, which elements are a possiblesource for the partner function in your sales order? Choose Two correct answers.

A. Material master record

B. Customer hierarchy

C. Preceding delivery

D. Preceding value contract

Correct Answer: BD

QUESTION 12

A customer usually prefers complete delivery of a sales order. When creating a particular order, however, the customer wouldlike to make an exception and allow partial deliveries. How would you proceed to do this? Choose the correct answer.

A. Deselect the Complete Delivery flag in the sales order itself.

B. Deselect the Complete Delivery flag in the business partner master record.

C. Deselect the Complete Delivery flag in the outbound delivery.

D. Deselect the Complete Delivery flag in the customer-material info record.

Correct Answer: A

QUESTION 13

You maintain business partners and want to use them as customers in sales documents. Which assignment is mandatory in customer-vendor integration(CVI) to ensure this? Choose the correct answer.

A. Business partner grouping to account group

B. Business partner category to partner function

C. Business partner category to partner procedure

D. Business partner role to partner type

Correct Answer: A

QUESTION 14

In a delivery-related billing process, how can you force an automatic new price determination during billing document

creation? Choose the correct answer.

A. Select a pricing-relevant billingdocument type.

B. Select a relevant pricing type in copying control at header level.

C. Select a relevant pricing type in copying control at item level.

D. Select a pricing-relevant billing item category.

Correct Answer: C

QUESTION 15

You need to ensure that an incomplete sales document CANNOT be saved. What must you do? Choose the correct answer.

A. Assign an incompleteness procedure to therespective item categories of the document.

B. Assign an incompleteness procedure to the respective schedule line categories of the document.

C. Select the Dialog Message for Incompletion flag in the respective sales document type.

D. Select the Dialog Message for Incompletion flag in the respective schedule line categories.

Correct Answer: C

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