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The individual physical tables in the SAP Information Warehouse are called what?
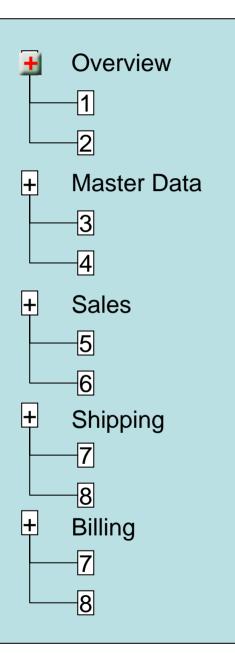
Only one answer is correct.

○ Key figures

○ Characteristics

○ Info structures

○ Time base

○ Period units

Tree Navigation

- **+** Overview
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- **+** Master Data
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- **+** Sales
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- **+** Shipping
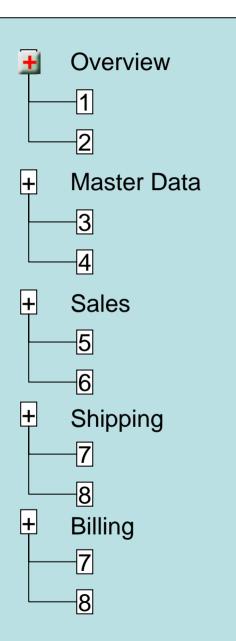 - 7
  - 8
- **+** Billing
  - 7
  - 8

I need to be able to fulfill a customer requirement wherein Incoterms in the sales document header is not allowed to be different from the item. Where do I tweak the system to fulfill the requirement?

Only one answer is correct.

○ Need to configure copying control in sales

○ Need to configure common distribution channel

○ Need to configure common division

○ Need to configure the sales document type

○ Need to configure the item category

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Which of the following statements about the material master are correct?

More than one correct answer is correct. Answer True or False

○ True
○ False
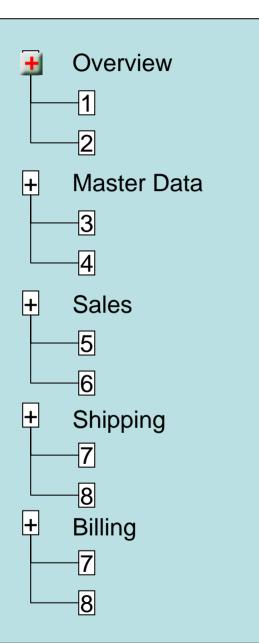When creating a material master it is mandatory that you specify the industry sector like the material type

○ True
○ False
Partner determination is assigned to material type

○ True
○ False
You can set the selling price in the material master

○ True
○ False
Material master records are maintained per sales area

○ True
○ False
Sometimes it is necessary to maintain a sales view for materials you want to sell
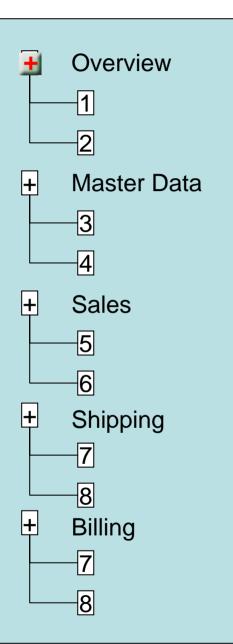
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- 8

Which views in the material master are valid for all organizational units?

More than one correct answer is correct. Answer True or False

○ True
○ False
Basic data 1 and sales data

○ True
○ False
Basic data 2

○ True
○ False
Accounting and MRP 1

○ True
○ False
Sales and purchasing view

○ True
○ False
Basic data 1 and 2

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An organizational unit facilitating differentiation between the various stocks of a material within a plant ?
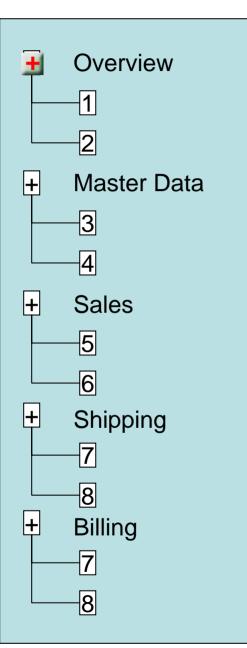
Only one answer is correct.

◯ Shipping point

◯ Storage location

◯ Transportation planning point

◯ Shipping condition

◯ Plant

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- 8

In SAP, it is possible to vary transaction currency in the header and item level of the sales document

Only one answer is correct.

○ True

○ False

Sidebar

- **+ Overview**
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- **+ Master Data**
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- **+ Sales**
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- **+ Shipping**
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- **+ Billing**
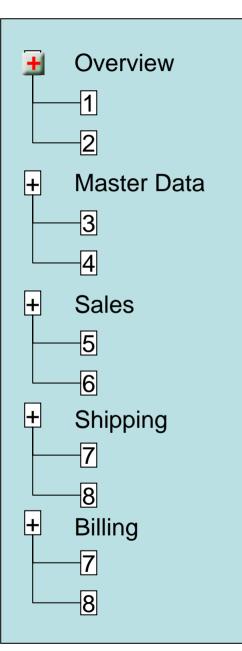 - 7
  - 8

Which of the following statements about outline agreements are correct?

More than one correct answer is correct. Answer True or False

○ True
○ False

Normally, both sold-to party and other business partners are authorized to release from a contract. To meet this requirement, maintain configuration in sales document type

○ True
○ False

Contracts are outline agreements between you and a sold-to party that is valid for a period of time and contains fixed deliveries and quantities

○ True
○ False

If the quantity in the scheduling lines exceeds the target quantity, the system issues a warning message

○ True
○ False

Once a release order for a value contract is created, you cannot anymore change the value specified in the contract.

○ True
○ False

Contracts always require a release order document

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When you enter a sales order you don't need to specify the sales area immediately. If you don't, where does the system automatically derive the sales area?

Only one answer is correct.

◯　Material master

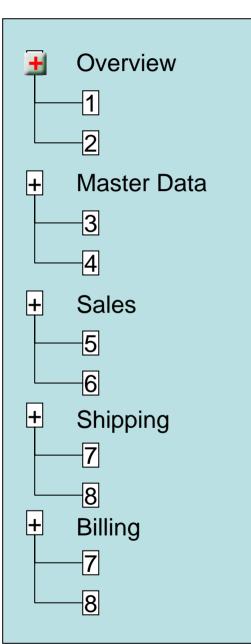◯　Customer master

◯　Implementation guide (IMG)

◯　Customer-material info record

◯　Condition record

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An information structure is composed of …

More than one correct answer is correct. Answer True or False

⬤ True
⬤ False   Characteristics

⬤ True   Key figures
⬤ False

⬤ True
⬤ False   Info structure

⬤ True   Period units
⬤ False

⬤ True
⬤ False   Organizational structures

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- + Shipping
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- + Billing
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When you are creating a sales order, the system tries to determine the plant from several sources. When checking the customer master data, which partner function does the system check for plant determination?
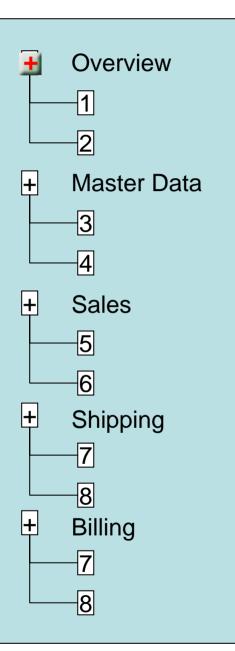
Only one answer is correct.

◯ Sold-to party

◯ Ship-to party

◯ Payer

◯ Bill-to party

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- + Sales
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- + Shipping
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- + Billing
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In controlling which order types are permitted for a particular sales area, configuration is not required if all order types are permitted in all sales areas.
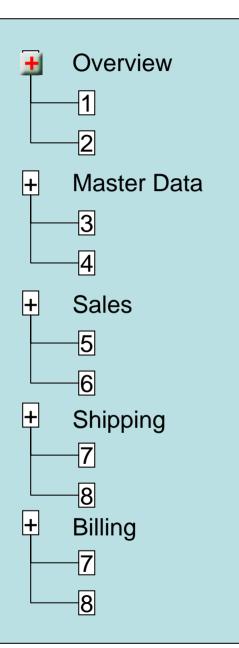
Only one answer is correct.

◯ True

◯ False

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Which of the following statements are correct?

More than one correct answer is correct. Answer True or False

○ True
○ False

A billing block can be set from the schedule line category

○ True
○ False

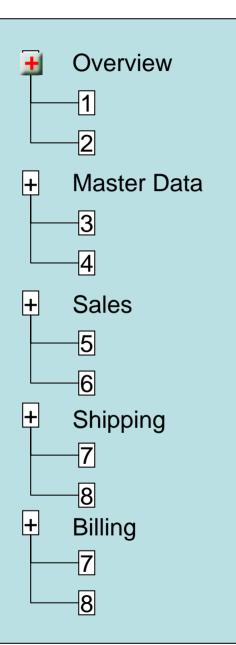A billing block can be set in the item category

○ True
○ False

Consignment pick-up always requires a delivery document

○ True
○ False

A delivery block can be defaulted in the item level of your sales document

○ True
○ False

It is possible to set a delivery block from the header level of the sales document

Tree navigation

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- **Sales**
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- **Shipping**
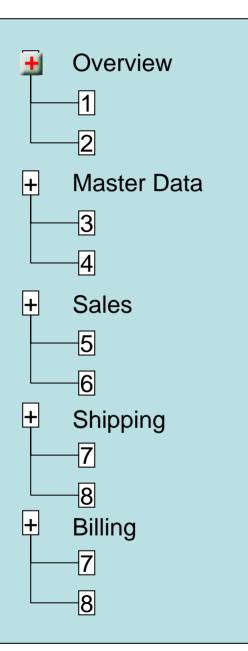 - 7
  - 8
- **Billing**
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Question

What part of the company is responsible for the type of shipping, the necessary shipping materials and the means of transport?

Only one answer is correct.

- ◯ Sales Organization
- ◯ Transportation planning point
- ◯ Shipping condition
- ◯ Shipping point
- ◯ Warehouse

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Which of the following statements are true about free goods …

More than one correct answer is correct. Answer True or False

○ True
○ False
Free goods can take the form of extra goods that are free of charge. These are called inclusive bonus quantities
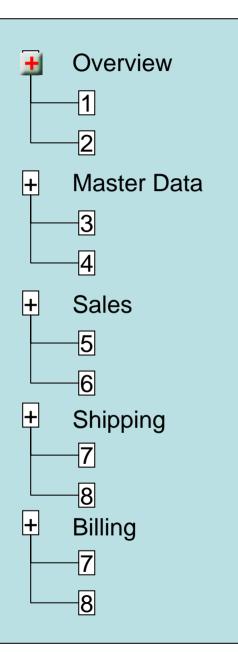
○ True
○ False
In inclusive bonus quantities, the ordered goods and free goods always involve the same material

○ True
○ False
The item category determines whether a material is given free or not

○ True
○ False
If pricing is re-run in the sales order, it does not affect the free goods determination

○ True
○ False
The system control how you deliver the free goods when entering free goods manually

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Which of the following statements are correct about free goods?

More than one correct answer is correct. Answer True or False

○ True
○ False
It is possible to automatically record inclusive bonus quantities of an item on one line in sales documents

○ True
○ False
To activate one-line inclusive bonus quantities, you must set a flag on the free goods master record
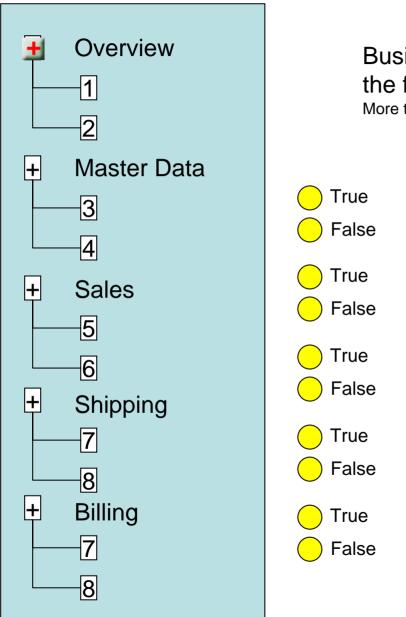
○ True
○ False
The condition technique is used in free goods

○ True
○ False
When you enter an exclusive bonus quantity, an extra line appears where you can enter the same ordered material

○ True
○ False
Once partial deliveries have been shipped, you cannot change any quantity or dates in the order. If data changes, the order item has to be rejected and re-entered

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Business area can be determined in sales via any of the following rules…

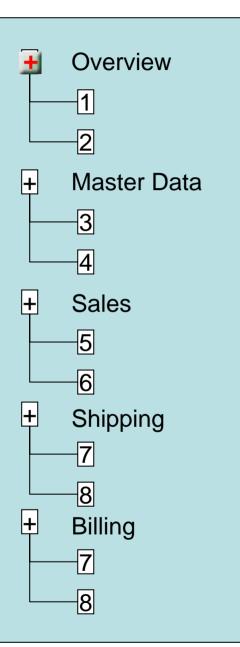More than one correct answer is correct. Answer True or False.

○ True
○ False
Sales area

○ True
○ False
Sales organization, distribution channel and plant

○ True
○ False
Distribution channel and plant

○ True
○ False
Sales organization, distribution channel and item division

○ True
○ False
Item division and plant

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- + Sales
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  - 6
- + Shipping
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- + Billing
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Which of the following statements about organizational structures are correct?

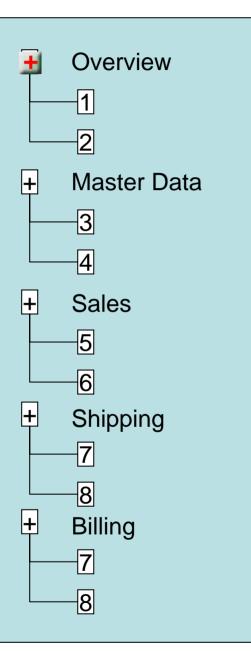More than one correct answer is correct. Answer True or False

○ True
○ False
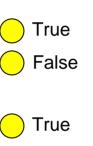Relationship between sales organization & plants: 1 to Many

○ True
○ False
Relationship bet. sales organization & company code = Many to Many

○ True
○ False
Relationship between plant & company code: Many to 1

○ True
○ False
Relationship bet. sales organization & company codes: Many to 1

○ True
○ False
Relationship bet. plant & shipping point: many to many

Question No. 18

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Which of the following statements are correct?

More than one correct answer is correct. Answer True or False

○ True
○ False

You can specify complete delivery requirement in a customer-material info record

○ True
○ False

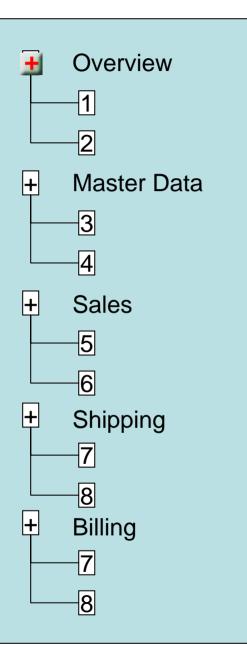You cannot create a delivery document with reference to an expired quotation

○ True
○ False

You cannot enter a material without a material master record in material determination

○ True
○ False

You can assign a business area to a combination of plant and distribution channel

○ True
○ False

You can assign several plants to a company code

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Which of the following statements are correct?

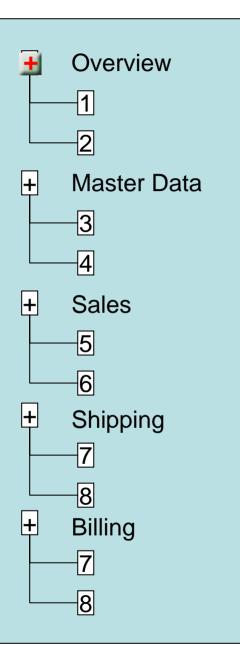More than one correct answer is correct. Answer True or False

○ True
○ False
At least 1 sales organization must be assigned to a client

○ True
○ False
Business areas are limited by company codes

○ True
○ False
You can assign several sales offices to one or more sales organization

○ True
○ False
A plant cannot be assigned to many company codes

○ True
○ False
More than one transportation planning point can be assigned to a unique company code

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Which of the following statements are true about Sales Organization?

More than one correct answer is correct. Answer True or False

○ True
○ False
Assigned to only one company code

○ True
○ False
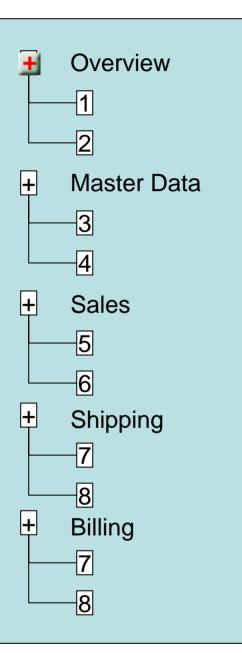Assigned to one or more plants

○ True
○ False
Provides a general structure for the distribution of goods

○ True
○ False
Responsible for product liability and other customer rights of recourse

○ True
○ False
In the SD module, the use of this organizational unit is optional

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Which of these statements are correct?

More than one correct answer is correct. Answer True or False

○ True
○ False

The availability check is always carried out in the order.

○ True
○ False

The indicator for controlling complete/partial deliveries is set from the customer master record. It can be manually changed during sales order entry.

○ True
○ False

Inward and outward movements in the stock are taken into account in the availability check.

○ True
○ False

In each case the replenishment lead time is always taken into account.

○ True
○ False

The indicator used for processing complete and partial deliveries can be changed manually in sales order entry.

Tree Navigation

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- **Billing** [+]
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Which organizational units make up a sales area?

More than one correct answer is correct. Answer True or False

○ True
○ False   Company code

○ True
○ False   Sales organization

○ True
○ False   Sales office

○ True
○ False   Distribution Channel

○ True
○ False   Division

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Which of the following are true about a plant?

More than one correct answer is correct. Answer True or False

○ True
○ False
Can be a production facility and location for storing stocks

○ True
○ False
Can be assigned to several company codes

○ True
○ False
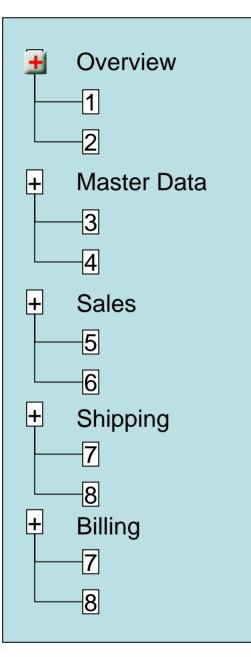Can be assigned to several sales organizations

○ True
○ False
Can be entered in a customer material info record

○ True
○ False
Can represent one or more material stock locations

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What is in the incompletion procedure and where is it assigned?

More than one correct answer is correct. Answer True or False

◯ True
◯ False

The incompletion procedure allows you to control whether incomplete sales documents can be saved, for each sales document category.

◯ True
◯ False

Incompletion procedures can be set up and assigned at sales document category, item category or schedule line category level.

◯ True
◯ False

Partner functions, texts and condition types in Pricing cannot be included in the incompletion procedure.

◯ True
◯ False

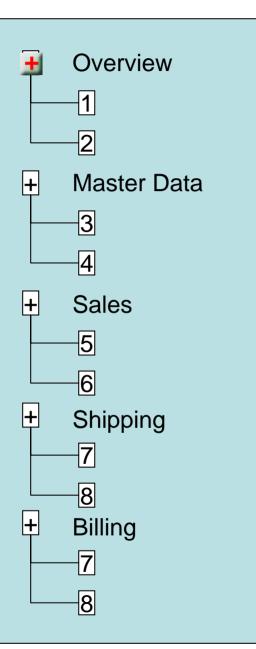The incompletion procedure specifies the effect that incomplete data in the sales documents will have on further processing.

◯ True
◯ False

The incompletion procedure contains a list of fields for orders, deliveries and billing documents. To be able to save the document, you must complete these fields.

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Which of the following forms part of the scope of availability check?

More than one correct answer is correct. Answer True or False

○ True
○ False
Safety stock

○ True
○ False
Blocked stock

○ True
○ False
Replenishment leadtime

○ True
○ False
Transportation planning leadtime

○ True
○ False
Transit time

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- **+ Billing**
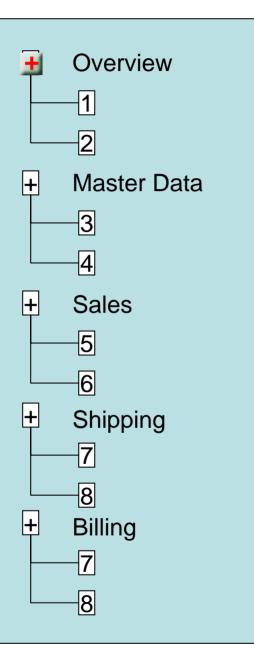 - 7
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When system checks for material availability, which of the following does it consider?

More than one correct answer is correct. Answer True or False

○ True
○ False
Reservations

○ True
○ False
Planned orders

○ True
○ False
Replenishment leadtime

○ True
○ False
Transportation planning time

○ True
○ False
Loading time

- [+] Overview
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- [+] Shipping
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- [+] Billing
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In availability check, what enterprise structure does the system use as basis?

Only one answer is correct.

◯ Shipping point

◯ Plant
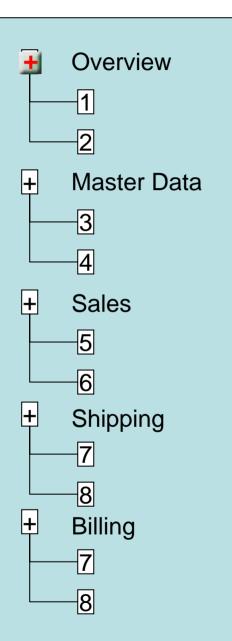
◯ Company code

◯ Sales organization

◯ Distribution channel

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- **+** Billing
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Which of the following can be found in a customer-material info record?

More than one correct answer is correct. Answer True or False

○ True
○ False **Customer-material specific delivering plant**

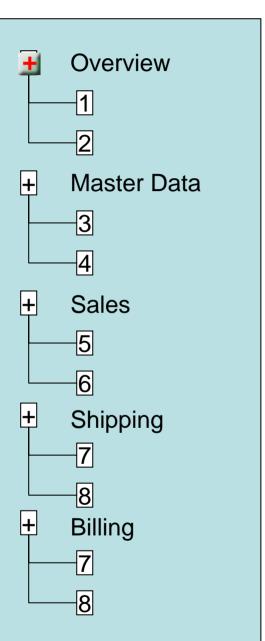○ True
○ False **Customer-material specific delivery agreements**

○ True
○ False **Customer-material specific pricing data**

○ True
○ False **Customer-material specific goods receiving hours**

○ True
○ False **Customer's material description**

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Which of the following statements about customer master is correct?

More than one correct answer is correct. Answer True or False.

◯ True
◯ False
Account group should always be identified when creating a customer master

◯ True
◯ False
General data view is valid for all organizational units like sales area data

◯ True
◯ False
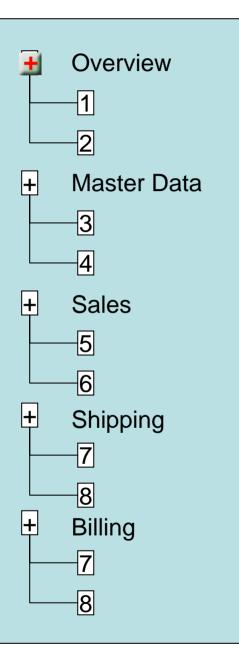2 company codes selling to the same customer can maintain only 1 customer code

◯ True
◯ False
Material selling price can be found in the customer master data

◯ True
◯ False
2 company codes selling to the same customer can maintain only 1 sales area data

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During order entry, which of the following about scheduling are true?

More than one correct answer is correct. Answer True or False

○ True
○ False
System does a forward scheduling if backward scheduling is not configured (mark "blank" on configuration)
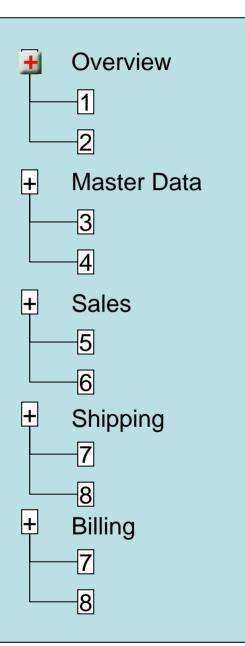
○ True
○ False
System does not do a forward scheduling if replenishment leadtime is set up

○ True
○ False
System does a forward scheduling if material availability date is in the past

○ True
○ False
Scheduling can be turned off by configuring it per sales item category

○ True
○ False
System does a forward scheduling if backward scheduling is configured (mark "X" on configuration)

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How is schedule line determined?

More than one correct answer is correct. Answer True or False

○ True
○ False   MRP type and item category group

○ True
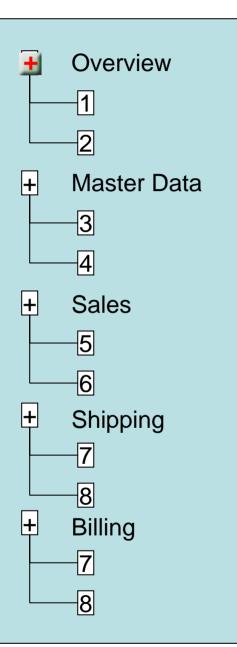○ False   MRP Type and shipping point

○ True
○ False   Item category and document type

○ True
○ False   Item category and MRP type

○ True
○ False   Item category and material master

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During order entry, which of the following about scheduling are true?

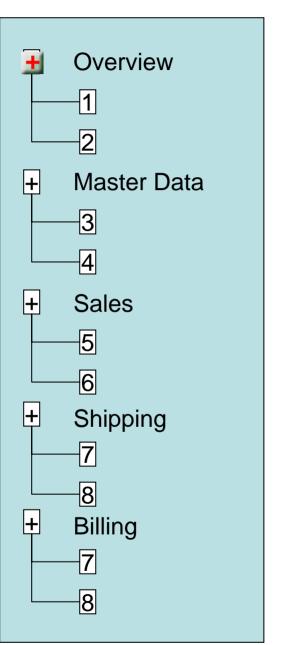More than one correct answer is correct. Answer True or False

○ True
○ False
In scheduling, the system considers the transit time from the route earlier determined

○ True
○ False
The system considers the replenishment leadtime from the shipping point

○ True
○ False
Delivery scheduling can be turned off per sales document type

○ True
○ False
Pick / pack time refers to the lead times taken from the shipping point

○ True
○ False
Transportation planning lead time is taken from the route as well as the shipping point

```
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```

Which of the following statements are correct?

More than one correct answer is correct. Answer True or False.

○ True
○ False
Creation of a sales organization is possible only if the company code to which the sales org is assigned to has already been created
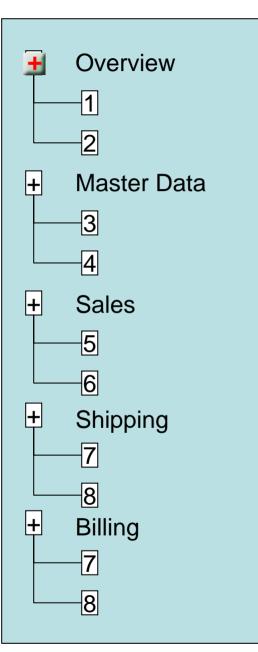
○ True
○ False
You must always assign each sales org to exactly 1 company code

○ True
○ False
Prior assignment of the division to the company code is necessary before a sales area is created

○ True
○ False
A sales office is always assigned to only 1 sales area

○ True
○ False
A sales group can be assigned to more than 1 sales office

- **+** Overview
  - 1
  - 2
- **+** Master Data
  - 3
  - 4
- **+** Sales
  - 5
  - 6
- **+** Shipping
  - 7
  - 8
- **+** Billing
  - 7
  - 8

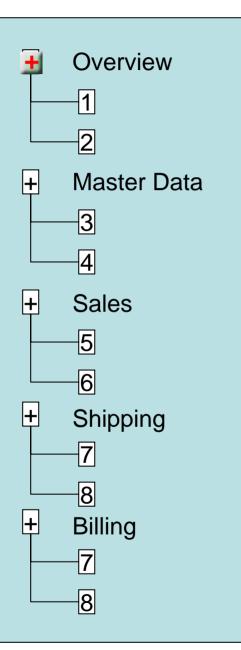## Which of the following statements is correct?

Only one answer is correct.

○ Partner types are assigned to partner procedures

○ Partner functions is assigned to the account group

○ Partner procedure details controls whether partner functions are mandatory

○ Partner functions in the material master are controlled by procedures assigned to the master data

Overview
- 1
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Master Data
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Sales
- 5
- 6

Shipping
- 7
- 8

Billing
- 7
- 8

Which of the following statements about partner determination are correct?

More than one correct answer is correct. Answer True or False

○ True
○ False
In customer master, partner determination procedure is assigned to account groups

○ True
○ False
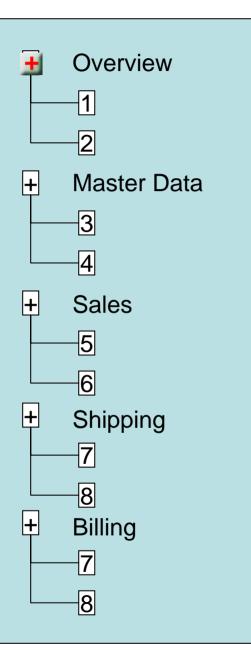In shipments, partner determination procedure is assigned to shipment type

○ True
○ False
In billing header, partner determination proc is assigned to billing document type

○ True
○ False
In billing item, partner determination proc is assigned to billing item category

○ True
○ False
In delivery, partner determination procedure is assigned to delivery item category

hh:mm   EXIT

- Overview
  - 1
  - 2
- Master Data
  - 3
  - 4
- Sales
  - 5
  - 6
- Shipping
  - 7
  - 8
- Billing
  - 7
  - 8

Which of the following statements are correct?

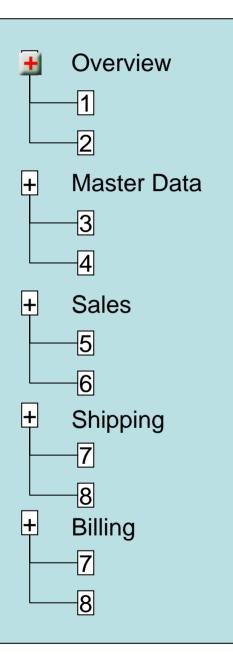More than one correct answer is correct. Answer True or False

○ True
○ False
It is possible to create a customer master data even without entering a reference account group

○ True
○ False
The system uses the account group in determining the customer no.

○ True
○ False
Only the SD module is allowed to create full customer master records

○ True
○ False
Partner determination is linked to an account group

○ True
○ False
Material type is sometimes used in creating a new material master record

Overview
  1
  2

Master Data
  3
  4

Sales
  5
  6

Shipping
  7
  8

Billing
  7
  8

Business data in a sales document is taken from the master data records of the different business partners. If credit management is active, where does the system get information to be able to check credit limit?
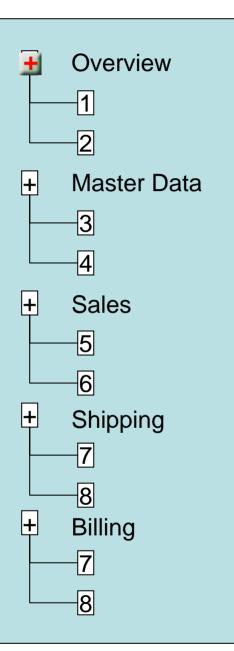
Only one answer is correct.

○ Sold-to party

○ Ship-to party

○ Payer

○ Bill-to party

- [+] Overview
  - 1
  - 2
- [+] Master Data
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- [+] Sales
  - 5
  - 6
- [+] Shipping
  - 7
  - 8
- [+] Billing
  - 7
  - 8

In the unlikely event that your order contains different partner functions, where does the system check the information to know if the customer accepts delivery on a certain day and time?
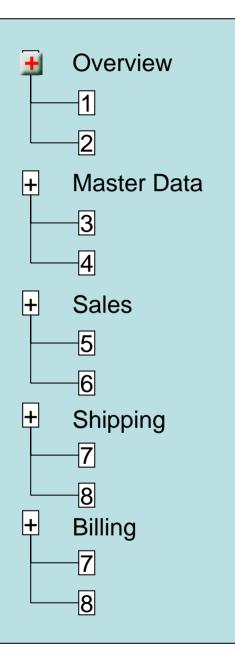
Only one answer is correct.

○ Sold-to party

○ Ship-to party

○ Payer

○ Bill-to party

Overview
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Master Data
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Billing
- 7
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An agreement has been reached with a very important customer wherein all sales orders delivered for this customer must be billed once a month only. Which of the following settings are relevant?

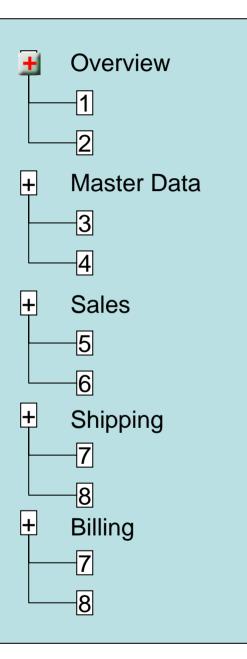More than one correct answer is correct. Answer True or False

○ True
○ False
Enter factory calendar in the material master

○ True
○ False
Enter factory calendar in the customer-material info record

○ True
○ False
Enter factory calendar in the customer master record

○ True
○ False
Maintain individual billing dates in the factory calendar using special rules

○ True
○ False
Enter factory calendar in the sales organization

Question No. 40

- Overview
  - 1
  - 2
- Master Data
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  - 4
- Sales
  - 5
  - 6
- Shipping
  - 7
  - 8
- Billing
  - 7
  - 8

Which of the following statements are true?

More than one correct answer is correct. Answer True or False

○ True
○ False
In Customizing, you can configure which elements are included in an availability check, according to the transaction you are using
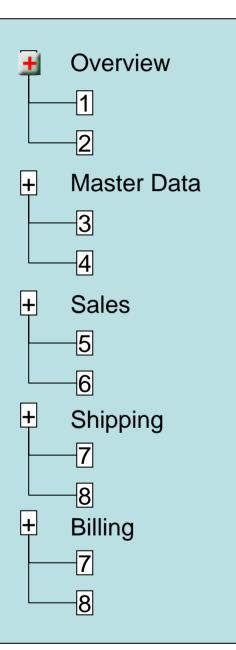
○ True
○ False
Field entry in the material master is used as one of the determining factors in deriving the scope of availability check

○ True
○ False
Availability check is carried out at sales area level

○ True
○ False
Field entry in the sold-to party is used as one of the determining factors in deriving the scope of availability check

○ True
○ False
Field entry in the ship-to party is used as one of the determining factors in deriving the scope of availability check

- **Overview**
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  - 2
- **Master Data**
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  - 4
- **Sales**
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  - 6
- **Shipping**
  - 7
  - 8
- **Billing**
  - 7
  - 8

Which of the following statements about consignments are correct?

More than one correct answer is correct. Answer True or False

○ True
○ False
Consignment pick-up sends goods to customer's non-valuated stock.

○ True
○ False
Consignment pick-up is always not relevant for billing

○ True
○ False
Consignment fill-up creates a special stock for the customer, after posting goods issue.
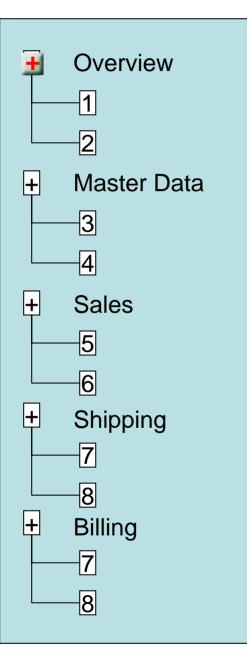
○ True
○ False
After goods issue the goods remain in the delivering plant's valuated stock for consignment fill-up.

○ True
○ False
In the standard configuration for a Consignment fill-up, the billing document is automatically posted to accounting

- Overview
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  - 5
  - 6
- Shipping
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- Billing
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Which of the following statements holds true about consignment?

More than one correct answer is correct. Answer True or False

◯ True
◯ False

Consignment fill-up is relevant for picking

◯ True
◯ False

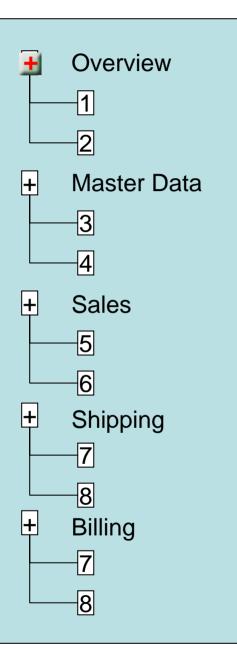In consignment pick-up, materials delivered are moved into the plant's special stocks

◯ True
◯ False

Consignment issue is relevant for picking

◯ True
◯ False

Consignment return is relevant for picking

◯ True
◯ False

In completing the process of a consignment return, a possible scenario would involve decreasing the customer receivable account

Question No. 43

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- 8

Billing
- 7
- 8

Which of the following statements about document flow are correct?

More than one correct answer is correct. Answer True or False

○ True
○ False
Customer questions can be answered quickly and reliably

○ True
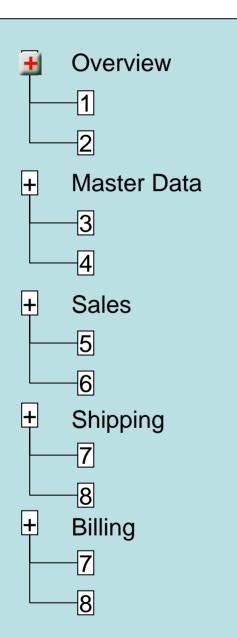○ False
Document flow is updated on item level only

○ True
○ False
Only succeeding documents are displayed

○ True
○ False
Preceding documents are sometimes displayed

○ True
○ False
Credit information can be derived

Sidebar Navigation

- ⊞ Overview
  - 1
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- ⊞ Master Data
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- ⊞ Sales
  - 5
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- ⊞ Shipping
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- ⊞ Billing
  - 7
  - 8

Item category in sales is determined through which of the following?

More than one correct answer is correct. Answer True or False
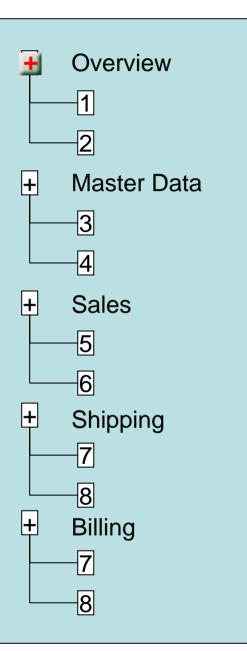
○ True
○ False   Shipping condition

○ True
○ False   Sales area

○ True
○ False   Sales document type

○ True
○ False   High level item category

○ True
○ False   Usage

Overview
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Master Data
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Billing
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- 8

Which of the following statements are correct?

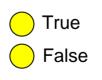More than one correct answer is correct. Answer True or False

○ True
○ False

You can determine whether billing is to be carried out with reference to a delivery or order in the customizing for the sales document type

○ True
○ False

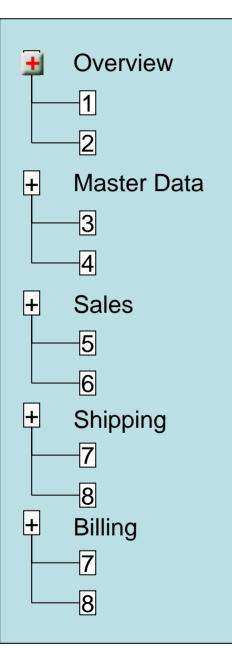You can create credit memo request with reference to an order

○ True
○ False

You can create only one shipment cost document for every shipment document

○ True
○ False

In the standard system, you can create a delivery document with reference to a quotation even IF the quotation is not valid.

○ True
○ False

You can find sales price of the material from the material master data

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- 8

To determine how far the BOM structure should be exploded in the sales document, where do you need to define the extent of the structure?

Only one answer is correct.

- ◯ Sales document type
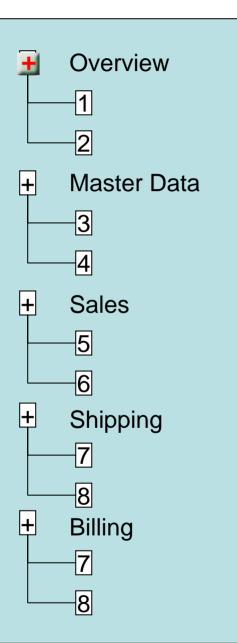- ◯ Item category
- ◯ Schedule line
- ◯ Copying control
- ◯ Delivery document type

Overview
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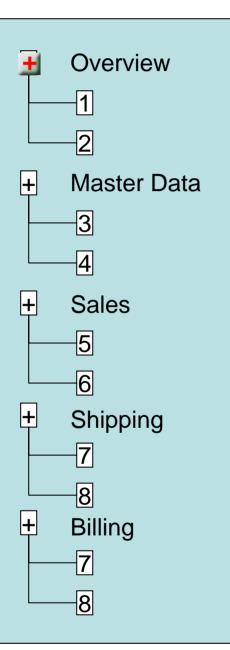Which of the following statements about material determination are true?

More than one correct answer is correct. Answer True or False

○ True
○ False

A material master record is not required for the material number that is being replaced

○ True
○ False

Material determination is a tool to automatically exchange materials in the sales document

○ True
○ False

In material determination, the system automatically searches for valid master records previously created in material determination

○ True
○ False

The sales document header overview contains information about the material that was originally entered as well as the reason for substitution

○ True
○ False

During order entry, the material ordered by the customer is replaced by the substitute defined in the master record

Navigation Tree

- **+ Overview**
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- **+ Sales**
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- **+ Shipping**
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- **+ Billing**
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Question

If the customer allows orders to be combined, orders are combined in the outbound deliveries using the delivery list. Combining items from different sales orders is only successful if the items have several common characteristics. Which of the following are considered? More than one correct answer is correct. Answer True or False

○ True
○ False
Incoterms

○ True
○ False
Date on which shipping processing should begin
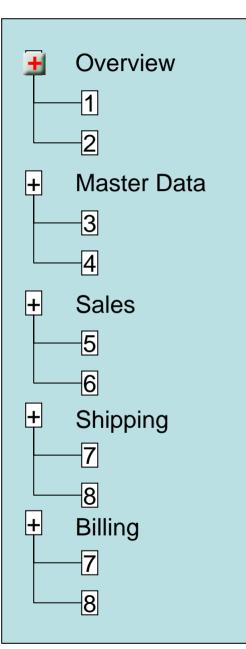
○ True
○ False
Shipping point

○ True
○ False
Partner function

○ True
○ False
Route

Which of the following statements are correct?

More than one correct answer is correct. Answer True or False

○ True
○ False

 In rush order processing, it is possible to print invoice document from the sales document

○ True
○ False

In consignment processing, goods are delivered to the customer but remain the property of the seller until they are actually used
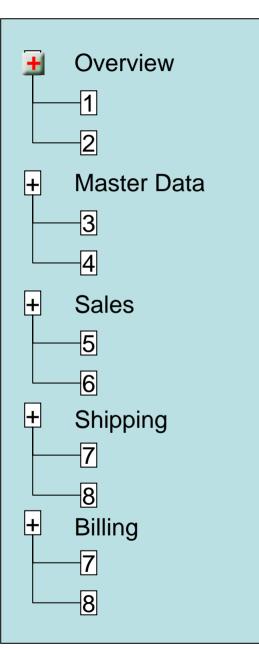
○ True
○ False

For both rush and cash orders, the default configuration automatically creates a delivery document once the orders are saved

○ True
○ False

Consignment issue is not relevant for picking

○ True
○ False

Consignment fill up is not relevant for delivery

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Overview
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Billing
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Plant determination covers which of the following?

More than one correct answer is correct. Answer True or False

○ True
○ False
Material master

○ True
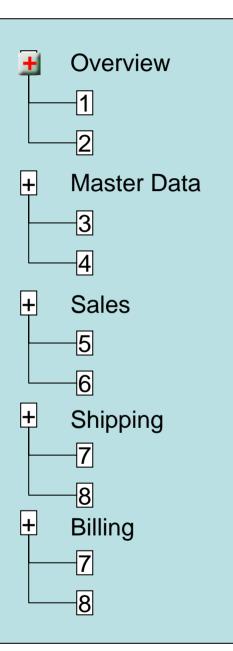○ False
Customer-material condition record

○ True
○ False
Customer-material info record

○ True
○ False
Sales document type

○ True
○ False
Customer master record

Overview
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Sales
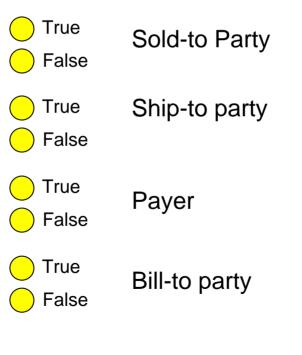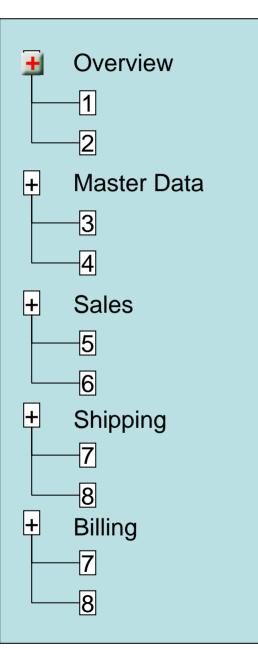- 5
- 6

Shipping
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Billing
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- 8

When the system tries to determine the route, it looks at the customer master data for information. Which of the following partner functions does it check in determining routes?

More than one correct answer is correct. Answer True or False

True
False   Sold-to Party

True
False   Ship-to party

True
False   Payer

True
False   Bill-to party

Overview
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Route determination involves which of the following?

More than one correct answer is correct. Answer True or False

○ True
○ False   Shipping condition

○ True
○ False   Shipping point

○ True
○ False   Destination country/ zone

○ True
○ False   Material master

○ True
○ False   Transportation group

Overview
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- 8

When creating sales orders, which of the following statements apply?

More than one correct answer is correct. Answer True or False

○ True
○ False

Every order is clearly assigned to a sales area

○ True
○ False

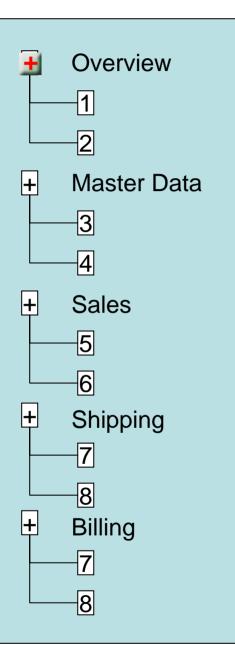Data at header level always applies to all items.

○ True
○ False

A delivery block can be set at schedule line level.

○ True
○ False

During order entry you can also work with the individual material numbers from the ordering party

○ True
○ False

Data which is determined automatically during order entry from the customer or material master record cannot be changed manually.

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Under the standard system, which sales order contains a mandatory reference?

More than one correct answer is correct. Answer True or False

○ True
○ False
Free of charge delivery

○ True
○ False
Consignment return

○ True
○ False
Return order

○ True
○ False
Invoice correction request

○ True
○ False
Subsequent delivery free of charge

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Your client has a requirement where it is desired that plant set in the customer material info record should be disregarded when the system computes for plant determination. Which configuration setting should you look into?

More than one correct answer is correct. Answer True or False

○ True
○ False
Sales document type

○ True
○ False
Item category

○ True
○ False
Schedule line category

○ True
○ False
Info record field

○ True
○ False
Check division setting

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In mandatory reference setting in the sales document type, which of the following can you refer to?

More than one correct answer is correct. Answer True or False

○ True
○ False   Sales document

○ True
○ False   Inquiry document

○ True
○ False   Quotation document

○ True
○ False   Delivery document

○ True
○ False   Billing document

- **Overview**
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- **Shipping**
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- **Billing**
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Which of the following can be considered as effects of a post goods issue?

More than one correct answer is correct. Answer True or False
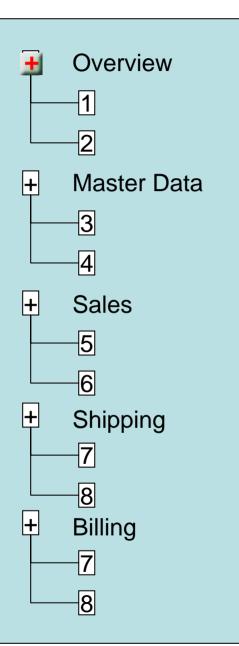
- ◯ True
- ◯ False

Generates delivery due list

- ◯ True
- ◯ False

Generates additional documents for accounting

- ◯ True
- ◯ False

Updates document flow

- ◯ True
- ◯ False

Automatically transfers billing data to accounting

- ◯ True
- ◯ False

Updates value changes in the balance sheet accounts for inventory accounting

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SAP determines the date at which you should be creating your delivery document. Which of the following does it consider?

More than one correct answer is correct. Answer True or False

○ True
○ False
Post goods issue date

○ True
○ False
Delivery date

○ True
○ False
Transportation planning date

○ True
○ False
Loading date

○ True
○ False
Material availability date

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- 8

Shipping point can be determined automatically using which of the following?

More than one correct answer is correct. Answer True or False

○ True
○ False
Sales document type

○ True
○ False
Storage condition

○ True
○ False
Plant

○ True
○ False
Transportation group

○ True
○ False
Material master

Tree (left panel)

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Question

Which of these statements on transportation planning point are correct?

More than one correct answer is correct. Answer True or False

○ True
○ False
The transportation planning point is assigned to a shipping point

○ True
○ False
The transportation planning point is assigned to a company code as well as other organizational units in Logistics.
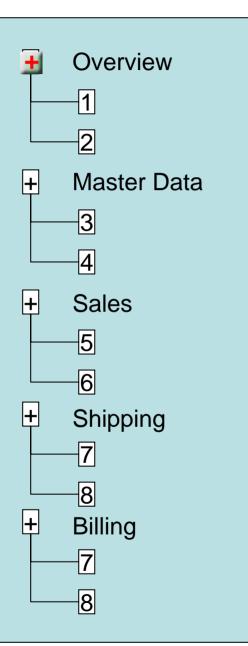
○ True
○ False
A transportation planning point can plan deliveries that are to be shipped from several shipping points

○ True
○ False
Several deliveries can be combined in one shipment.

○ True
○ False
Several transportation planning points can be assigned to a company code

Overview
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Billing supports which of the following activities?

More than one correct answer is correct. Answer True or False

○ True
○ False
Creating credit memo requests

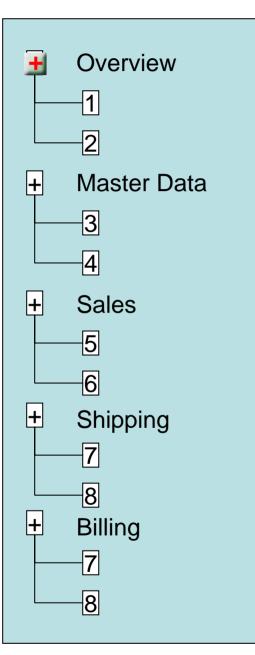○ True
○ False
Creating invoices for deliveries

○ True
○ False
Cancellation of previously posted billing documents

○ True
○ False
Automatic transfer of billing document data to accounting

○ True
○ False
Creating invoices for orders

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Which of the following statements are true?

More than one correct answer is correct. Answer True or False

○ True
○ False
Profitability analysis procedures can be costing based or account based

○ True
○ False
In costing based profitability analysis, costing is transferred to CO-PA as soon as data is posted to FI from Sales

○ True
○ False
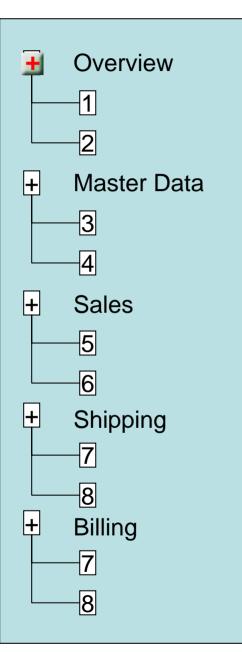CO-PA calculates the profit for a certain profitability segment by transferring data from SD

○ True
○ False
In account based profitability analysis, data is transferred to CO-PA as soon as an order is created

○ True
○ False
Profitability analysis allows you to implement different profitability analyses because it examines the profitability of individual partial markets or market segments

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Which of the following statements are correct?
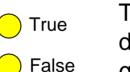
More than one correct answer is correct. Answer True or False

○ True
○ False

It is possible to have a maximum of 6 session open in SAP

○ True
○ False

In configuring for the item category in sales, it is possible to have the customer's purchase order reference defaulted in the sales document

○ True
○ False

The overall processing status of the delivery document remains in "in-process" until post-goods-issue is completed
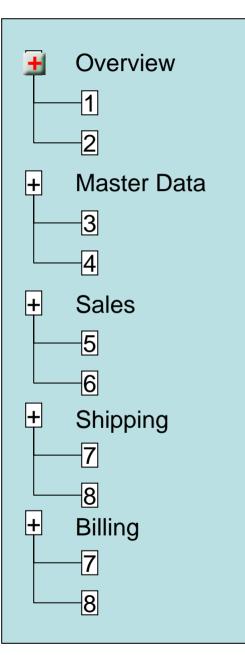
○ True
○ False

Status information can always be seen from the header and item level of the delivery document

○ True
○ False

Transaction variant is assigned to the sales document type

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Which of the following statements are true?

More than one correct answer is correct. Answer True or False

○ True
○ False
Consignment processing must always have a delivery document created

○ True
○ False
In cash processing, a billing document is automatically created after saving the sales order

○ True
○ False
Several warehouses can be assigned to a combination of plant and shipping point
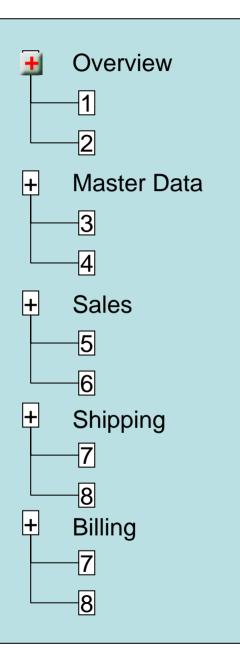
○ True
○ False
Creating a rush order requires you to create a delivery document manually

○ True
○ False
A subsequent delivery free of charge order requires you to input a reference order document always

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Which of the following statements are correct?

More than one correct answer is correct. Answer True or False

○ True
○ False
In shipping, post goods issue is an optional activity

○ True
○ False
A sales order is an electronic document that records your customer's request for goods and services

○ True
○ False
A delivery document can be created with reference to a pre-sales document

○ True
○ False
Credit memo request is a billing document

○ True
○ False
In shipping, packing activity is optional

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Which of the following statements are correct?

More than one correct answer is correct. Answer True or False

○ True
○ False

In a third party process, a production order is triggered after saving the sales document

○ True
○ False

An alternate sold-to party can be indicated if there are no succeeding document referring to the sales order

○ True
○ False

During sales order creation, the configuration of the sales document type decides whether you can enter the document number manually.
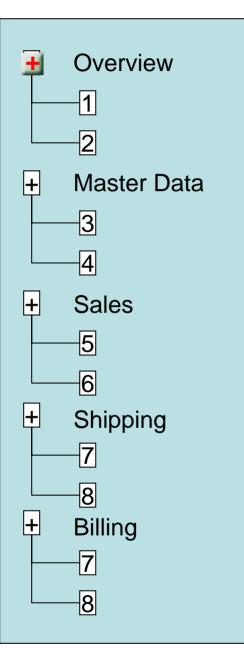
○ True
○ False

The item division field in the sales doc type allows us to vary division from header and item level of a sales document

○ True
○ False

The default pricing date can be set in the configuration of the item category

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Which of the following statements are correct?

More than one correct answer is correct. Answer True or False

○ True
○ False
In sales doc type configuration, it is possible to set mandatory reference to a delivery document

○ True
○ False
You can still block use of a sales doc type once it is assigned to a specific sales area
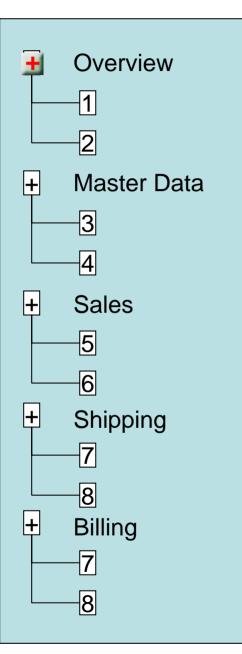
○ True
○ False
If both SP and PY has listing master data, the system follows only the listing based on the SP

○ True
○ False
If both SP and PY has an exclusion master data, the system follows the materials listed on both customers.

○ True
○ False
Partner determination procedure contains an access sequence

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Which of the following statements are correct about free goods?

More than one correct answer is correct. Answer True or False

○ True
○ False
It is possible to automatically record inclusive bonus quantities of an item on one line in sales documents

○ True
○ False
To activate one-line inclusive bonus quantities, you must set a flag on the free goods master record

○ True
○ False
The condition technique is used in free goods

○ True
○ False
When you enter an exclusive bonus quantity, an extra line appears where you can enter the same ordered material

○ True
○ False
Once partial deliveries have been shipped, you cannot change any quantity or dates in the order. If data changes, the order item has to be rejected and re-entered