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Question 1

Question Type: MultipleChoice

You are using multiple address handling in a sales document. At which levels can you configure the address determination? Note: There are 2 correct answers to this question.

Options:

- A- Address usage of the business partner
- B- Generic partner function
- C- Origin and source of the partner function
- D- Partner determination procedure

Answer:

A, D

Question 2

Question Type: MultipleChoice

How do you limit the choice of order reasons for a sales document?

Options:

- A- Specify the permitted reasons in the customer material info record.
- B- Specify the permitted order reasons in the relevant customer master.
- C- Assign the permitted order reasons to the relevant sales organization.
- D- Assign the permitted reasons to the relevant sales item category.

Answer:

C

Question 3

Question Type: MultipleChoice

Your company uses various strategies to supply your customers with goods and/or services. Which organizational structure element can be used to model these strategies?

Options:

- A- Sales office
- B- Distribution channel
- C- Shipping point
- D- Sales organization

Answer:

B

Question 4

Question Type: MultipleChoice

In which type of outline agreement would you see details of confirmed material quantities and delivery dates?

Options:

- A- Material-related value contract

- B- Scheduling agreement
- C- General value contract
- D- Quantity contract

Answer:

B

Question 5

Question Type: MultipleChoice

When performing backorder processing, which confirmation strategies can you select? Note: There are 3 correct answers to this question.

Options:

- A- Fill
- B- Redistribute
- C- Drop

D- Gain

E- Obtain

Answer:

A, B, D

Question 6

Question Type: MultipleChoice

When determining a storage location during delivery processing, the system uses a rule defined in which of the following?

Options:

A- Shipping point

B- Outbound delivery item category

C- Materia

D- Outbound delivery type

Answer:

A

Question 7

Question Type: MultipleChoice

How can you enable partial deliveries for a sales order, while making sure to get as few deliveries as possible?

Options:

- A-** In each order item, set partial deliveries to required.
- B-** In the order header, set order combination to allowed.
- C-** In the order header, set the Complete Delivery indicator.
- D-** In each order item, set complete delivery to required.

Answer:

A

Question 8

Question Type: MultipleChoice

You are analyzing an order that shows the same material twice: once in the main item and once in the sub-item. What function can cause this behavior? Note: There are 2 correct answers to this question.

Options:

- A- Free goods
- B- Material determination
- C- Material listing
- D- Item proposal

Answer:

A, B

Question 9

Question Type: MultipleChoice

You want to determine the item category in a sales document. What do you need to consider? Note: There are 2 correct answers to this question.

Options:

- A- The sales organization
- B- The material master data
- C- The higher-level item
- D- The customer master data

Answer:

B, C

Question 10

Question Type: MultipleChoice

Which information comes from the payer? Note: There are 2 correct answers to this question.

Options:

- A- Billing plan
- B- Invoicing list scheduling
- C- Billing address
- D- Payment terms

Answer:

B, D

Question 11

Question Type: MultipleChoice

You want to set up automatic pricing in a sales order. Which actions should you take to achieve this? Note: There are 2 correct answers to this question.

Options:

- A- Set up condition tables and assign them to the relevant access sequences.

- B-** Set up the pricing procedure and assign it to the relevant sales document type.
- C-** Set up condition types and assign them to the relevant pricing procedure.
- D-** Set up condition tables and assign them to the relevant condition types.

Answer:

A, C

Question 12

Question Type: MultipleChoice

Which of the following is a characteristic of a service item in a sales order?

Options:

- A-** The material has a specific item category group.
- B-** The service item has no schedule line assigned.
- C-** The item in the sales order is blocked for delivery.
- D-** The Delivering Plant field is not required.

Answer:

A

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