

Identify the correct statements:

- The delivery document type controls whether a sales order is required for reference.
- The delivery document type determines, whether the route is to be redetermined and whether an export check will be carried out during delivery.
- The delivery document type controls the update of document flow.
- The delivery document type controls document number ranges.
- The delivery document type controls if independent order items are allowed.

Identify the correct statements regarding copying documents:

- When copying from a quotation to an order, you may select from a list of alternative items, but only one may be selected.
- Copy control defines the valid organizational structures for creating a document with reference to another document.
- The copying requirement describes a routine, which checks whether certain conditions are fulfilled when copying a document into another.
- You can use a document as a reference if the validity period is in the past.
- In SAP, to maintain copy control for sales documents we define the rules for which documents can be used for copying.

When does the system do forward scheduling?

- Always.
- When the material availability date is in the past or material is not available when required.
- Never.
- Automatically does backward and forward scheduling.
- When specifically requested in the customer master.

Identify the correct statements for contracts:

- Contracts contain schedule lines for shipment scheduling.
- Contract start and end dates can be proposed for the contract.
- Contracts cannot be cancelled, but scheduling agreements can be cancelled.
- Pricing is possible for contracts.
- Contract data can be maintained at the header and item level.

Identify the correct statements on where lead times for shipment processing are defined:

- Transit time and transportation lead time is defined in the route.
- Pick/Pack time is defined in the material master for the particular material
- Pick/Pack I time can also be set up to be defined in the route.
- Pick/Pack lead times are defined in the shipping point.

For materials that require batch control, the batch number can be specified in:

- The picking overview screen.
- At post goods issue.
- The sales order line item.
- The billing document.
- The sales order header.

Identify the correct statements:

- Conditions can be arranged in any order within the pricing procedure.
- All pricing conditions are set to mandatory in the pricing procedure.
- The print indicator in the pricing procedure determines if condition may or may not be relevant for printing.
- A condition type can be classified as a group condition.
- Group conditions are used to aggregate the basis for generating scale values from all the items in the same group.

Identify the sales documents controls?

- Incompletion procedure
- The default shipping point
- The lead time for proposed delivery date
- The default sales organization
- Document number assignment

Identify the correct statements about rebates:

- The rebate condition type must be in the pricing procedure.
- Rebates are reversed whenever you create a credit memo request.
- Rebate accruals are cancelled as soon as the rebate agreement is settled by a credit memo.
- The system posts an accrual to financial accounting as soon as a billing document relevant for rebate processing is released to accounting.
- The system posts a rebate accrual when you create the sales order.

Route determination is carried out in the order item and depends on which of the following?

- The transportation group assigned to the material.
- The shipping conditions agreed with the sold-to party.
- The country, region and transportation zone for the sold-to party.
- The country and the transportation zone of the ship-to party.
- The country and departure zone of the shipping point.

Identify the correct statements:

- The system copies appropriate data from the sales order when creating a delivery for a sales order.
- The picking location is determined based on the assignment of the shipping point, storage conditions and plant.
- Shipping point is determined based on the assignment of the shipping conditions, loading group and plant.
- The picking location is determined based on the assignment of the warehouse to the plant and a bin number in the material master.
- Shipping point is determined based on the customer info-record, customer master or material master.

To determine the correct pricing procedure which of the following elements are correct?

- Document type price type
- Shipping plant
- Sales organization
- Customer price type
- Company Code

Identify the correct statements regarding pricing:

- The condition type determines if the price can be manually changed.
- Price changes can be controlled based on the upper and lower limit.
- Prices can be determined based on scales.
- A valid price condition record must exist for the validity date.
- Prices cannot be changed in the order.

Which of the following statements are correct?

- Multiple clients are used to support the sharing of data within a company
- The transport system is used for moving objects from SAP development system to Quality assurance or Production system
- Transaction codes must be executed using the SAP Easy-Access menu
- To determine the number of clients required, the focus is placed on data access and sharing strategies
- To display the transaction code for a specific task, choose "status" from the "system" menu.

Identify the correct statements for contracts:

- A release order is created with reference to the contract.
- A contract delivery is created based on the schedule lines in the contract.
- A release order is created to create a delivery for the contract.
- A contract may contain a billing plan.
- The release order updates the delivered quantities on the contract.

Identify the correct statement:

- The customer' annual sales totals can be entered in the contact person personal data area of the customer master.
- To enter the customers' annual sales you must use the appropriate company code.
- The customer' annual sales totals can be entered in the marketing view of the customer master record.
- The customer' annual sales totals can be entered in the sales view of the customer master record.

Identify the correct statements regarding material types:

- Material types determine which GL accounts are determined automatically.
- Material types determine the selling organization.
- Material types determine the selection of the material master views.
- Material types determine which departments can maintain the material master.
- Material types determine how the number assignment is carried out.

Identify the correct statements fro scheduling agreements:

- The order quantity can exceed the scheduling agreement quantity within delivery tolerances.
- The order quantity can't exceed the scheduling agreement quantity.
- A release order is created to crate a delivery to the customer.
- Deliveries can be crated if the validity period o the scheduling agreemet is in the past.
- Deliveries are created based on the schedule line in the agreement.

Identify the organizational structures present in every business transaction:

- Plant
- Sales area
- Sales Organization
- Company Code
- Business area

Which of the following documents have validity periods?

- Scheduling agreement
- Order
- Inquiry
- Quotation
- Contract

Which represent controls in the schedule line category?

- Default movement type for goods issue
- Billing relevance
- Delivery relevance
- Availability check and transfer of requirements
- Incompletion procedure

Identify the correct statements:

- Deliveries are created using the delivering plant organizational structure.
- For each order each delivery is manually created based on the date the order was created.
- In order to be able to create a delivery type for a sales document type, copy rules must reflect the appropriate relationship.
- Copy control to create a delivery from an order determines if document flow will be updated.
- If several schedule lines for an order item exist, only the schedule lines that are due and confirmed according to their deadline are included in the delivery.

The delivery monitor function gives you listing of the overview of deliveries:

- Due for goods issue.
- Due for picking.
- To be invoiced.
- To be delivered.
- Due for loading.

Partial deliveries are controlled by an indicator that you set in the:

- Sold to master record.
- Delivery document type.
- Delivery schedule line category.
- Delivery item category.
- Customer material information record.

Identify the correct statements when you create a consignment issue?

- In a standard configuration for a consignment issue, the billing document is automatically posted to accounting.
- In consignment issue the post goods issue increases the consignment stock at the customer.
- The consignment issue reduces the consignment inventory at goods issue time.
- In consignment issue a delivery is created to send the goods to the customer.
- A billing document is created to the customer based on the consignment issue.

Which statements define item category controls?

- Pricing is performed
- Allow schedule lines
- Document number
- Document incompleteness procedure
- Billing relevance

Which organizational structures are used to create a customer master?

- Company Code
- Sales organization
- Distribution Channel
- Division
- Shipping point

Where is it decided whether an availability check should be made?

- In the schedule line category of the sales document item.
- On the customer master shipping view.
- In the item category of the shipping document.
- In the sales document type.
- In the material master record.

Identify the correct statements on determining if a sales document is complete:

- You can display the status information at header and item level.
- In standard SAP you can never save an incomplete sale document.
- When saving the sales document your are automatically infomed if any data is incomplete.
- Every sales document field must have a valid value to be complete.
- You can call up the incopletion log.

Partner determination has the following set up steps?

- Create the partner type and assaign the partner type to the sales document type
- Assign the partner procedure to the account group for customers
- Assign the partner function to the account group
- Create the partner type, and assign to partner funciton
- Create the partner procedure and assign the partner function

Identify the correct statements:

- The delivery item category defines if the item will be invoiced to the customer.
- The delivery item category controls check for minimun delivery quantity.
- The delivery item category determines if automatic batch determination is performed during delivery of the individual order item.
- The delivery item category controls whether the item is relevant for picking.

Identify the correct statements:

- The schedule line category is determinded based on the strategy group in the material master and the item category for the order line.
- The schedule line category is determinded based on the MRP type in the material master and the item category determined for the order line.
- You can't change a schedule line category in the order.
- The schedule line category is determinded based on the MRP group in the material master and the item category determined for the order line.

Identify the correct statements for order probability:

- The system calculates the expected order value on the basis of the order probability profile assigned to the document type
- The order probability value can only be used for expected order value reports.
- Order probability can influence the transfer of requirements to materials management.
- The system calculates the expected order value on the basis of the order probability.

What are some of the movements that can be taken into account during an availability check?

- Planned inward movement.
- Purchase order inventory in transit.
- Production order in transit.
- Anticipated outward movement
- Current stock

Identify the correct statements:

- New fields can be added to the field catalog from which you select relevant fields for condition records.
- The condition table is the key for the condition record.
- The condition table is assigned to the condition type.
- The position of the selected fields in the condition table has no relevance.
- The condition table defines how conditions will be accessed by the condition type.

Select the correct method of determining the delivering plant:

- Material master, Customer material info record, Customer master
- Customer material info record, Customer master, Material master
- Customer material info record, material master.
- Material master, customer master.
- Customer master, Customer material info record, Material master

What are some of the elements determined in the pricing procedure?

- Alternative calculation formulas for the condition type.
- The access sequence for the condition.
- The subtotals, which are calculated and displayed.
- The basis (totals level) on which the system calculates surcharges and discounts as a percentage.
- The account keys for accruals.

Identify the correct statements regarding output:

- You can display the output
- Output is determined by the sales document type. You can set the assignment in customizing.
- Output for an order is controlled by item category
- Output can be issued via various media (printer, mail, telex...)
- There are 2 methods to control output. Output proposal from the customer master, or output proposal using the conditioning technique.

Identify the key information flows for an integrated enterprise:

- Flow of tactical information
- Flow of planning information
- Flow of physical materials
- Flow of supplier information
- Flow of customer information

Which of the following statements relate to access sequences?

- An access sequence is a search strategy with which the system searches for valid condition records for a certain condition table.
- An access sequence contains only one condition table.
- An access sequence allows requirements to be met before they are utilized.
- An access sequence searches for valid condition types.
- An access sequence must include one or more condition tables.

Identify the correct statements:

- For a cash sale the billing document must be created.
- A subsequent delivery free of charge should always be created with reference to the order.
- An order can be created with reference to a contract.
- An order should always be created with reference to a scheduling agreement.
- A delivery must always be created with reference to an order.

Identify the correct statements regarding output:

- Output is always created immediately.
- Output can be manually assigned in the sales document if not automatically determined.
- Output must always be printed.
- Output can be determined using the condition technique.
- Output is adopted from the customer master if no access sequence has been assigned to the condition type and the access conditions field is not activated.

Identify the correct statements:

- Loading points are assigned to shipping points
- Plants can be assigned to more than one company code
- Shipping points can only be assigned to one plant
- Shipping point is the highest organization structure for shipping
- A plant is assigned to the sales organization and division

Identify the correct statements regarding header conditions:

- A header condition may only be applied manually.
- A header condition can be determined using an access sequence.
- A header condition can be split up between the items in a document.
- A header condition must be activated.
- A header condition can split the value up equally between the items

What function are available during packing?

- Performing multi-level packing.
- Packing or unpacking handling units.
 - Automatically assigning the appropriate packing materials.
- Proposing allowed handling units.
- Automatically dividing the delivery items among handling units.

Identify the correct statements that describe a client:

- All areas of an organization that are to be integrated into R/3 production system should be included under one client
- The term "client depended" refers to tables or data that relate only to the client, which was accessed during the log on process
- The term "client independent" refers to tables or data that relate to all the clients set up on server
 - A client is a collection of data bases connected together
 - A client is the application programs

At which point can goods issue be posted if quality inspection is configured with Sales&Distribution?

- Upon acceptance of the inspection lot.
- Upon completing the delivery.
- Goods issue is not dependent upon quality inspection.
- Upon confirming the picking quantities.
- Upon creating the transfer order.

Identify the correct statements:

- The item category determined can be influenced by a higher-level item.
- The item category determined can be influenced by the usage of the sales document item.
- The item category can't be changed based on the assigned alternative item categories.
 - The item category can't be changed for a sales order line.
- An item category is determined for the order based on the sales document type and item category group is the material master of the item being sold

Identify the organizational objects assigned to the company code:

- Distribution Channel
- Business area
- Sales organization
- Purchasing organization
- Plant

Identify the correct statements that relate to account groups:

- Which partner determination procedure will be used when you create the customer record?
- Internal/external number assignment is determined using the account group in the customer
- Which company code will default for the company code data?
- Field selection is determined using the account group in the customer master
- Whether the customer assigned to the account group is one-time account

For rebate processing where must rebates be activated?

- Activate rebate processing for the company code.
- Activate rebate processing for the payer.
- Activate rebate processing for the sales organization.
- Activate rebate processing for the billing document type.
- Activate rebate processing for the material master.

Identify the correct statements:

- The division used in the order line item is determined based on setting up common divisions.
- The division in the sales document item may be different from the division in the sales document header.
- The division captured for sales information can be the division in the order item.
- The division used for sales information system is always copied from the sales order header.
- In customizing, the relevant order type can be defined so that the division from the document header is valid for all items and in the event of differences in the items, a warning message appears.

The billing date for a delivery-related billing document is:

- The goods issue date of the delivery.
- The transfer order date of the delivery.
- The picking date of the delivery.
- The creation date of the delivery.
- The date of the billing run.

What functions can be performed during order entry?

- Pricing
- Material substitution
- Delivery scheduling
- Material availability
- Printing of documents

Which of the following times are taken into account for determining the material availability date?

- Transportation scheduling time
- Pick Pack time
- Transportation time
- Billing time
- Replenishment lead time

A sales document consists of which of the following?

- Production order lines
- Header
- Line items
- Schedule lines
- Text lines

What documents can be created with reference to another document?

- A return from an order
- An order from a scheduling agreement
- A delivery from a quotation
- An order from a quotation
- Quotation from an inquiry

Identify the correct statements

- For a rush order the system creates a background invoice.
- The subsequent delivery free of charge usually represents a replacement or an item on an order, and should be created with reference to the order.
- When you save a rush order, the system creates a background delivery.
- For a standard order the system creates a background delivery.
- For a standard cash order, the system creates a background delivery.

Based on a standard SAP system, what are some of the criteria that you can make revenue account assignment dependent upon?

- Account assignment group of the payer master record.
- Account key identified in the pricing procedure.
- Account assignment group of the material master.
- The account assignment group in the item category.
- The account assignment group in the condition record.

Identify the methods for determining the business area for a transaction:

- Determine the business area based on the assigned company code
- Determine the business area based on the sales area
- Determine the business area based on the plant and division
- Determine the business area based on the Sales org., Distr. channel and Item Division
- Determine the business area based on the assignment of the plant

Identify the correct statements:

- Company code is the highest organizational structure for Financials
- The plant is the structure used for Production Planning
- The Sales Organization is the highest structure for Sales and Distribution
- The Operating Concern is the highest structure for Controlling
- The company code is the highest structure for Controlling

Identify the correct statements:

- Within a company code only one sales organization can be active
- Several sales organizations can sell from one plant
- Each plant is assigned to only one company code
- One sales organization can sell from several plants
- Cross-company code transaction processing must also inevitably occur across sales organizations

What data does the customer material info record contain?

- The default selling organization
- The customer's part number and description
- Customer-material specific text
- The default delivering plant
- Customer-material specific partial delivery agreements

An availability check is performed by the system when?

- Transportation planning
- Delivery
- Order
- Billing

Identify the material types that permit a material to be sold:

- HAWA
- FERT
- ROH
- HALB

Identify the correct statements regarding copying documents:

- The system allows you to copy the source document as often as you wish.
- The status profile assigned to the item category defines whether an item is fully referenced.
- In the document type you set a flag to check if the item is fully referenced.
- In copy control for the source document item category a check is made to determine if the source document is fully referenced.

When setting up common distribution channels and divisions, what types of data can be shared?

- Pricing across distribution channels and divisions.
- Material master across distribution channels.
- Materials across distribution channels and divisions.
- Customers across company codes.
- Customer master across sales organization, distribution channels and divisions.

Identify the correct statements the set up of sales taxes:

- Manually enter the tax rate in the order
- Create a condition record for the sales tax
- Identify if the material is taxable
- Identify if the customer is taxable
- Set up the tax rate in the customer master

Identify the correct statements:

- Transportation routes are assigned in the customer master.
- Transit time can be entered in the route.
- Routes can be re-determined based on weight groups.
- The route determines the itinerary and shipping types.
- Routes only include points and the legs, which link the points.

The packing function is available in which of the following?

- Shipment.
- Transfer order.
- Delivery.
- Billing document.
- Sales order as a packing proposal.

Identify the correct statements about consignment fill-up:

- After goods issue the goods remain in the delivering plant's valuated stock for consignment fill-up.
- Consignment fill-up creates a special stock for the customer after posting goods issue.
- Material is delivered via the standard delivery process, and goods issue is posted.
- The customer can be invoiced after post goods issue for the delivery for a consignment fill-up order.
- The good issue posting transfers ownership to the customer in a consignment fill-up order.

The billing document type controls:

- The revenue account determination procedure.
- The cancellation billing document type.
- Billing document number assignment.
- Whether the billing document is relevant for rebate processing.
- Whether pricing is to be re-determined automatically.

Identify the data that can be maintained in a user profile:

- Default parameters
- Output device
- Date format
- Decimal notation
- User name and address

Identify the correct statements:

- Material substitution must always be performed manually.
- Material substitution can be dependent upon material availability.
- Material exclusion defines which materials a customer can't purchase.
- Reason codes can be defined for material substitution.
- Material inclusion defines which materials the customer can't purchase.

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