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Question 1

Question Type: MultipleChoice

Which types of predictive profit information are available for the profit analysis?

Options:

A- Order Profit

Earned profit

B- Invoice Profit

Earned profit

C- Invoice Profit

Order profit

D- Invoice Profit

Delivery profit

Answer:

A

Explanation:

Order Profit is the difference between the total value of the order and the total value of the costs associated with the order, while Earned Profit is the difference between the total value of the invoice and the total value of the costs associated with the invoice. According to SAP.com, 'Order Profit Analysis [is] used to analyze the profitability of a sales order. Earned Profit Analysis [is] used to analyze the profitability of an invoice.'

Question 2

Question Type: MultipleChoice

Which master data objects ensure a proper tax determination?

Note: There are 3 correct answers to this question.

Options:

- A- Service
- B- Company
- C- Chart of Accounts
- D- Set of Books

E- Material

Answer:

A, B, E

Question 3

Question Type: MultipleChoice

Which of the following integration scenarios are offered as part of the SAP Business ByDesign standard?

Note: There are 3 correct answers to this question.

Options:

- A-** Third party logistics integration
- B-** Business-to-Business sales order integration with customers
- C-** Payment management and payment service provider
- D-** SAP Global Risk & Compliance (GRC) integration

E- Master data integration with SAP Master Data Governance

Answer:

A, B, C

Explanation:

These integration scenarios are available as part of the standard package, meaning that they can be used without any additional setup or configuration. Reference: SAP Help Portal:https://help.sap.com/viewer/product/SAP_BUSINESS_BYDESIGN/cloudedition/en-US/f1a57f9a9b944c2eba7646bdfc2d1d0a.html

Question 4

Question Type: MultipleChoice

A product can be produced as "Make-to-Stock" and "Make-to-Order". The product is not batch managed.

Which "Identified Stock type" value do you need to maintain in the product master?

Options:

- A- Identified Stock
- B- Optional Specified Stock
- C- Mandatory Specified Stock
- D- Lot

Answer:

B

Explanation:

The 'Identified Stock type' value that needs to be maintained in the product master for a product that can be produced as 'make-to-stock' and 'make-to-order' and is not batch managed is 'Optional Specified Stock' (B). This type of stock is used when the customer specifies the batch or serial number of the product that they want to purchase, but the company does not need to track the batch or serial number in the system. This allows the company to be flexible and produce the product as either 'make-to-stock' or 'make-to-order', depending on customer demand.

Question 5

Question Type: MultipleChoice

Which of the following tasks are exclusive to a key user?

Note: There are 3 correct answers to this question.

Options:

- A- Maintain personal views and selections
- B- Create custom reports and assigns them to work center views
- C- Create corporate KPIs, which are monitored by business users
- D- Adapt work center overview pages for others
- E- Create work center and work center views

Answer:

A, B, C

Explanation:

According to the SAP Business ByDesign, a key user can perform the following tasks which are exclusive to them:

1. Maintain personal views and selections - A key user has the ability to customize the view of their work center, including the layout, personal views and selections.

2. Create custom reports and assigns them to work center views - Key users can create custom reports, including ad hoc reports, based on the data available in the SAP Business ByDesign system, and assign them to work center views.
3. Adapt work center overview pages for others - Key users have the ability to adapt the work center overview pages for other users to meet their specific needs.

Question 6

Question Type: MultipleChoice

Which types of actual costs can you allocate to customer projects with sales integration?

Note: There are 3 correct answers to this question.

Options:

- A- Overhead costs from distribution runs
- B- Service costs from time recordings
- C- Directs costs from expense reports

D- Overhead costs from absorption runs

E- Material costs from inventory consumption

Answer:

A, B, E

Explanation:

The types of actual costs that can be allocated to customer projects with sales integration are A. Overhead costs from distribution runs, B. Service costs from time recordings, and E. Material costs from inventory consumption. Overhead costs from distribution runs are the costs associated with the distribution of the goods and services provided to the customer. Service costs from time recordings are the costs associated with the labor and services needed to complete the project for the customer. Material costs from inventory consumption are the costs associated with the materials used to complete the project for the customer. All of these costs can be allocated to the customer project in order to accurately determine the cost of the project. Reference:<https://www.sap.com/documents/2018/11/9f3e3c2d-5f39-0010-82c7-eda71af511fa.html>

Question 7

Question Type: MultipleChoice

Which of the following master data is used as a source of supply, when a production request is created?

Options:

- A- Released Planning Production Model
- B- Production Bill of Material
- C- Released Execution Production Model
- D- Production Bill of Operation

Answer:

B

Explanation:

The master data used as a source of supply when a production request is created in SAP Business ByDesign are the released Planning Production Model and the Production Bill of Material. The Released Execution Production Model and the Production Bill of Operation are not used as a source of supply in this scenario. Reference: <https://help.sap.com/viewer/4b90d3b2f01543698a15bbb7cdaa9071/1911/en-US/2514c5ef6d0c10149b605984b89c8b/content.htm>

Question 8

Question Type: MultipleChoice

Which types of exception are created, when the supplier invoice has errors?

Note: There are 3 correct answers to this question.

Options:

- A- Missing account determination group
- B- Wrong G/L account
- C- Possible duplicate
- D- Price / quantity / tax variance
- E- Missing receipt or return document

Answer:

A, B, D

Explanation:

When a supplier invoice has errors in SAP Business ByDesign, the following types of exceptions can be created: Missing account determination group, wrong G/L account, and price / quantity / tax variance. Possible duplicate and missing receipt or return document are not types of exceptions created when the supplier invoice has errors. Reference:

<https://help.sap.com/viewer/822c3a3f7f3d41d9a8b3a3fc3c74f20/1911/en-US/1d9c0e01cf1b10149e0b36ff2f0a47fa.html>

Question 9

Question Type: MultipleChoice

Which one of these items can you use as a reference when creating down payments in SAP Business ByDesign?

Options:

- A- Over the counter sale
- B- An opportunity
- C- A contract
- D- A sales quote

Answer:

C

Explanation:

A contract serves as a reference for the down payment, and it must be created before the down payment can be made. Over the counter sales, opportunities, and sales quotes cannot be used as references when creating down payments in SAP Business ByDesign.

Question 10

Question Type: MultipleChoice

Which CRM business areas does SAP Business ByDesign provide to support customer engaging scenarios?

Note: There are 3 correct answers to this question.

Options:

- A- Marketing and presales communication
- B- Low-touch sales (for example, commerce integration)
- C- Campaign execution for social media channels

D- Multi-step marketing automation

E- High-touch sales (for example, opportunity management)

Answer:

A, B, E

Question 11

Question Type: MultipleChoice

In which of the following ways can SAP Business ByDesign help you find a solution or report an incident?

Note: There are 2 correct answers to this question.

Options:

A- To better document an incident, users can add an attachment to provide more information.

B- Users can create an incident and send it directly to the SAP.

C- Users can search for a solution or report an incident from the screen on which the problem occurred.

D- In the incident creation process, the search option considers company specific content but no community content.

Answer:

A, C

Explanation:

According to SAP.com, users can add an attachment to provide more information to better document an incident. This can be done by clicking on the 'Attachments' button in the incident creation form. Additionally, users can search for a solution or report an incident from the screen on which the problem occurred. The search option will consider company specific content as well as community content.

Question 12

Question Type: MultipleChoice

The outgoing payments of 100,000 USO for salaries and wages for the upcoming 12 months will be included in the liquidity forecast.

What is the Best Practice to consider for these cash transactions?

Options:

- A-** Create a manual outgoing payment of 100,000 USO for each month.
- B-** Create a recurring supplier invoice of 100,000 USO with a respective due date per month.
- C-** Create a manual cash position item of 100,000 USO for each month.
- D-** Create a forecast planning item of 100,000 USO for each month.

Answer:

B

Explanation:

This will ensure that the payments are made on time and that the liquidity forecast is accurately reflected in the accounting records.

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