Question 1

What determines the plan layout in the Planning Apps for Sales (100) scope item? Note: There are 2 correct answers to this question.

Options:

A- Dimensions defined by the user

B- Plan data defined by the user

C- Attributes defined by the user

D- Versions defined by the user

Answer:

A, C

Question 2

What are some characteristics of public cloud? Note: There are 2 correct answers to this question.

Options:

A- Perpetual license

B- Lower total cost of ownership

C- Multi-tenant server

D- Software installation on customer site

Answer:

B, C

Question 3

Question Type: MultipleChoice

What provides a foundation for the SAP Cloud ERP where integrations and extensions live?

A- SAP Discovery Center

B- SAP ABAP Environment

C- SAP Business Accelerator Hub

D- SAP Business Technology Platform

Answer:

D

Question 4

Question Type: **MultipleChoice**

Which of the following are captured in a completed Digital Discovery Assessment? Note: There are 2 correct answers to this question.

Options:

A- Known integration requirements

B- SAP Fiori application extensions

C- Business role requirements

D- Target customer go-live date

Answer:

A, C

Question 5

Which layer of SAP S/4HANA provides a universal language to read and process data across different applications?

Options:

A- Core Data Services

B- SAP Fiori

C- SAP HANA

D- SAP Business Suite

Answer:

A

Question 6

Question Type: MultipleChoice

Which tools does SAP provide to make it easier for customers to maintain their SAP S/4HANA Cloud systems after a release upgrade?

Note: There are 2 correct answers to this question.

Options:

A- Release Assessment and Scope Dependency Tool

B- SAP Signavio Process Navigator Tool

C- What's New Viewer Tool

D- Test Automation Tool

Answer:

B, D

Question 7

Where do you find industry cloud solutions to address a customer's unique requirement?

Options:

A- SAP Signavio Process Navigator

B- SAP Business Technology Platform

C- SAP Discovery Center

D- SAP Store

Answer:

B

Question 8

What organizational element is used with the combination of sales organization and distribution channel to form a sales area?

Options:

A- Sales office

B- Sales group

C- Division

D- Plant

Answer:

C

Question 9

Question Type: MultipleChoice

Which organizational unit do you use to produce materials or provide goods and services?

A- Company code

B- Sales organization

C- Storage location

D- Plant

Answer:

D

Question 10

Question Type: MultipleChoice

Which organizational unit represents an independent accounting unit?

Options:

A- Sales Organization

B- Distribution Channel

C- Division

D- Company Code

Answer:

D

Question 11

Question Type: **MultipleChoice**

Which organizational element determines that the sales area can belong to only one company code?

Options:

A- Division

B- Distribution channel

C- Plant

D- Sales organization

Answer:

D