Question 1

Which fields are used in the determination of the shipping point? Note: There are 3 correct answers to this question.

Options:

A- Transportation group

B- Plant

C- Loading group

D- Shipping conditions

E- Sales document type

Answer:

B, C, D

Question 2

What are some of the prerequisites for the creation of a credit memo based on a credit memo request? Note: There are 2 correct answers to this question.

A- Copying control must exist between the sales document and the billing document.

B- The Billing Block field in the credit memo request must be empty.

C- An appropriate reason for rejection must be assigned to the original sales order item.

D- The billing document of the original customer invoice must be cancelled.

A, B

Question 3

Question Type: MultipleChoice

You investigate the standard behavior of the two sales document types Delivery Free of Charge (FD) and Subsequent Delivery Free of Charge (SD). What do you find out? Note: There are 2 correct answers to this question.

Options:

A- Documents of both document types can use the same item category.

B- In both cases, materials are priced and billed normally but the shipping is free of charge.

C- A Subsequent Delivery Free of Charge has to be created with reference to a preceding document.

D- A Delivery Free of Charge is used to deliver material due to a complaint.

Answer:

A, C

Question 4

Question Type: **MultipleChoice**

How is the link between SAP S/4HANA Sales and SAP S/4HANA Finance set up?

Options:

A- Via the copying control between the invoice and the accounting document

B- Via the general billing interface available in the system

C- Via the link between a billing document request and an accounting document

D- Via a unique assignment of a sales organization to a company code

Answer:

C

Question 5

What could be the origin of a partner in a sales order? Note: There are 2 correct answers to this question.

Options:

A- General value contract

B- Customer hierarchy

C- Business partner category

D- Preceding condition contract

Answer:

B, D

Question 6

Question Type: MultipleChoice

You sell a product for which there is a bill of material. What must you set to ensure that the components automatically appear as sub-items in the order?

Options:

A- The delivery group in the item category of the sub-item

B- The structure scope in the item category of the main item

C- The item usage during the item category determination of each sub-item

D- The material entry type in the sales document type

Answer:

B

Question 7

Which type of SAP S/4HANA app delivers exception-based processing, combining analytics with follow-up actions to resolve issues?

Options:

A- SAP Smart Business

B- Factsheets

C- Transactional apps

D- SAP S/4HANA embedded analytics

Answer:

D

Question 8

You want to be able to enter a special price in a sales order for a certain customer that should ignore all applicable discounts. How can you achieve this?

Options:

A- Activate the Condition Update indicator in the condition records for the special price.

B- Set the Exclusion indicator in the condition records for all discounts.

C- Create a condition record for a customer-specific price.

D- Set the Exclusion indicator in the condition record for the special price.

Answer:

D

Question 9

Question Type: MultipleChoice

SAP S/4HANA combines online transaction processing (OLTP) and online analytical processing (OLAP) on a single platform. What are the direct results of this? Note: There are 2 correct answers to this question.

Options:

A- OLTP now runs on the data sets provided by OLAP.

B- OLAP now uses real-time data.

C- OLAP now uses its own set of aggregated data.

D- There is no longer a need for Extract, Transform, and Load (ETL) activities.

Answer:

B, D

Question 10

Question Type: **MultipleChoice**

To avoid critical situations in demand and procurement, the material availability check can be combined with product allocations. Which benefit can be achieved by this?

Options:

A- Capacity overloads can be avoided.

B- More sales orders can be confirmed.

C- Procurement costs can be reduced.

D- Goods distribution can be optimized.

Answer:

D

Question 11

Question Type: MultipleChoice

Texts are copied from a sold-to party to a sales order. Any later change to the sold-to party texts should not be visible in this order. Which object controls this behavior?

Options:

A- Text procedure assignment

B- Text determination procedure

C- Access sequence

D- Text ID

Question 12

Question Type: **MultipleChoice**

What can you configure in a billing type? Note: There are 2 correct answers to this question.

Options:

A- Reference mandatory indicator

B- Billing type for cancellation

C- Item number increment

D- Default delivery type for billing

Answer:

B, C