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SAP Certified Application Associate - SAP S/4HANA Sales 2021 Upskilling

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QUESTION 1

For sales order items that are to be picked in a warehouse managed by SAP Extended Warehouse Management (SAP EWM), an outbound delivery is created with reference to the sales order and replicated to SAP EWM. Which type of SAP EWM document is created as a direct result of this replication? Choose the correct answer.

A. An outbound delivery order is created. This is used for the creation of warehouse tasks to manage the pick.

B. An EWM outbound delivery is created. This is used for the creation of a warehouse order to manage the pick.

C. A warehouse order is created. This is used for the creation of warehouse tasks to manage the U pick.

D. A series of warehouse tasks is created. These tasks are grouped into an outbound delivery order, which is used to manage the pick.

Correct Answer: A

QUESTION 2

Youmust ensure that a bill of material will explode to generate sub-items in as ales order. What controls this functionality? Choose the correct answer.

A. The item category group of the material master in the sub-item

B. The item usage during the item category determination of each sub-item

C. The item type in the item category of the main item

D. The structure scope in the item category of the main item

Correct Answer: D

QUESTION 3

In which sales process is an invoice immediately printed when the sales order is created? Choose the correct answer.

A. Rush order

B. Cash sales

C. Drop shipment

D. Make-to-order

Correct Answer: B

QUESTION 4

Where do you configure whether billing should be order-related or delivery-related? Choose the correct answer.

A. Delivery type

B. Delivery document item category

C. Sales document item category

D. Sales order type

Correct Answer: C

QUESTION 5

Which field from the customer master record determines the route? Choose the correct answer.

A. Delivering plant

B. incoterms

C. Shipping conditions

D. Delivery priority

Correct Answer: C

QUESTION 6

Which confirmation strategies can you select when executing backorder processing (BOP)? Choose Three correct answers.

A. Fail

B. Lose

C. Split

D. Fill

E. Win

Correct Answer: BDE

QUESTION 7

For which master data can you reduce maintenance using the common master data concept? Choose Two correct answers.

A. Output master record

B. Customer master record

C. Condition master record

D. Customer-material information master record

Correct Answer: BC

QUESTION 8

Your project requires the settlement of a condition contract in SAP S/4HANA.Which of the following settlement types can you use? Choose Three correct answers.

A. Periodic settlement

B. Final settlement

C. Delta settlement

D. Invoice settlement

Correct Answer: ABC

QUESTION 9

A customer learns that SAP S/4HANA reporting uses Core Data Services (CDS)views. What are some advantages of using these? Choose Two correct answers.

A. CDS views can be combined with the analytical engine of embedded BW to provide more advanced reporting options.

B. CDS views present a persistent data layer that speeds up reporting.

C. CDS views allow for the reuse of existing reporting authorizations due to full ASAP integration.

D. CDS views replace SAP Smart Business cockpits.

Correct Answer: AB

QUESTION 10

How do you establish the interface between SAP S/4HANA Sales and Finance? Choose the correctanswer.

A. Set up the general billing interface.

B. Assign a sales organization to a company code.

C. Uniquely assign a distribution channel to a company code.

D. Set up the upload of the billing document request

Correct Answer: A

QUESTION 11

What is a prerequisite for delivery-related billing? Choose the correct answer.

A. You need a delivery for which the invoicing date was posted.

B. You need a delivery item category that is configured to be billing relevant.

C. You need a delivery for which goods issue was posted.

D. Youneed a delivery type that is configured for delivery-related billing.

Correct Answer: B

QUESTION 12

You maintain a sales order with several items and grant a discount in the sales order. The system should automatically distribute the discount among the items based on the net value. How do you achieve this? Choose the correct answer.

A. Set up a header condition.

B. Use the same item category in each item

C. Set up a minimum value.

D. Use a customer hierarchy record.

Correct Answer: A

QUESTION 13

To which combination of organizational units do you assign a warehouse number? Choose the correct answer.

A. Plant and storage section

B. Plant and storage location

C. Plant and storage type

D. Plant and material staging area

Correct Answer: B

QUESTION 14

Which of the following assignments are possible when you set up organizational units for sales? Choose Three correct answers.

A. Assign a shipping point to multiple plants.

B. Assign a plant to multiple company codes.

C. Assign aplant to multiple sales organizations/distribution channels.

D. Assign multiple plants to one sales organization/distribution channel.

E. Assign multiple divisions to one company code.

Correct Answer: ACD

QUESTION 15

In a standard SAP S/4HANA system, which elements are a possiblesource for the partner function in your sales order? Choose Two correct answers.

A. Material master record

B. Customer hierarchy

C. Preceding delivery

D. Preceding value contract

Correct Answer: BD

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