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**QUESTION 1**

A credit memo request was created for a customer's sales order. What must a business user do to create the respective credit memo? Choose Two correct answers.

- A. Create the credit memo with reference to the sales order.
- B. Create the credit memo with reference to the credit memo request.
- C. Ensure the billing block on the credit memo request is removed.
- D. Ensure an order reason is entered in the credit memo request item.

Correct Answer: BC

QUESTION 2

You want to maintain a freight charge that is determined automatically and should be based on the gross weight of all order items. How can you achieve this? Choose the correct answer.

- A. Set the condition type as a header condition.
- B. Set the Condition on Index indicator for the conditiontype.
- C. Set the Condition Update indicator for the condition type.
- D. Set the condition type as a group condition.

Correct Answer: D

QUESTION 3

What do you need to consider when you create a condition record for pricing? Choose the correct answer.

- A. You have to set a time frame for each condition record.
- B. You can create condition records for header conditions.
- C. You can create condition records for condition types that are selected as manual in the pricing procedure.
- D. You have a limit of Iscale levelsfor each condition record.

Correct Answer: A

QUESTION 4

Which master data can you use for automatic determination of the delivering plant in a sales order? Choose Three correct answers.



- A. Ship-to party
- B. Customer hierarchy
- C. Sold-to party
- D. Material master
- E. Customer material info record

Correct Answer: ADE

QUESTION 5

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 6

A customer usually prefers complete delivery of a sales order. When creating a particular order, however, the customer would like to make an exception and allow partial deliveries. How would you proceed to do this? Choose the correct answer.

- A. Deselect the Complete Delivery flag in the sales order itself.
- B. Deselect the Complete Delivery flag in the business partner master record.
- C. Deselect the Complete Delivery flag in the outbound delivery.
- D. Deselect the Complete Delivery flag in the customer-material info record.

Correct Answer: A

QUESTION 7

You need to create business partners (BP) to record data relevant for BP roles Customer and FI Customer. Which organizational elements must you enter to maintain this data? Choose the correct answer.

- A. Business area and company code



- B. Sales area and controlling area
- C. Sales area and company code
- D. Credit control area and company code

Correct Answer: C

QUESTION 8

Your project requires an enhancement to the standard sales order processing logic. Which options should you consider? Choose Three correct answers.

- A. Customizing (IMG)
- B. Customer exit
- C. User exit
- D. Requirement routine
- E. Business Add-In (BAI)

Correct Answer: BCE

QUESTION 9

You use the same textelement in a sales order and in the subsequent delivery. What must you customize to ensure that changes to the sales order text are also visible in the delivery text? Choose the correct answer.

- A. Data transfer routine for texts
- B. Text type
- C. Text determination procedure
- D. Access sequence

Correct Answer: D

QUESTION 10

When you set up a billing document, which copy control parameters are available at header level? Choose Two correct answers.

- A. Copy item number
- B. Reference number
- C. Update document flow



D. Pricing type

Correct Answer: AB

QUESTION 11

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 12

You need to ensure that an incomplete sales document CANNOT be saved. What must you do? Choose the correct answer.

- A. Assign an incompleteness procedure to the respective item categories of the document.
- B. Assign an incompleteness procedure to the respective schedule line categories of the document.
- C. Select the Dialog Message for Incompletion flag in the respective sales document type.
- D. Select the Dialog Message for Incompletion flag in the respective schedule line categories.

Correct Answer: C

QUESTION 13

Which sales document type do you use to supply specified quantities on defined dates? Choose the correct answer.

- A. Quantity contract
- B. Value contract
- C. Master contract
- D. Scheduling agreement

Correct Answer: D

QUESTION 14



Which of the following are characteristics of the down payment process in SAPS/4HANA? Choose Two correct answers.

- A. The down payment process uses a special billing type (FAZ).
- B. The down payment uses a special settlement type (OS 11).
- C. The down payment process uses periodic billing.
- D. The down payment value is a fixed amount or percentage.

Correct Answer: AD

QUESTION 15

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. You need a delivery type that is configured for delivery-related billing.

Correct Answer: B

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