Latest Version: 6.0

Question: 1

You want to configure that only complete sales documents can be saved. How can you achieve this?

A. Assign an incompleteness procedure to all schedule line categories used in sales.
B. Assign an incompleteness procedure to all item categories used in sales.
C. Set the Dialog Message for Incompletion flag in the configuration of all sales document types.
D. Set the No Change Possible flag in the partner determination procedure of the sold-to party.

Answer: A

Question: 2

You want to process and monitor outbound deliveries. Which organizational unit supports this?

A. Shipping point
B. Plant
C. Distribution channel
D. Warehouse number

Answer: A

Question: 3

When you create a sales order with reference to a quotation, you want to ensure the entire quotation is always included in the order. Where do you make this setting?

A. Quotation type
B. Order type
C. Copying control
D. Order item category

Answer: C

Question: 4

You want to be able to create and goods issue an outbound delivery for a sales order. What settings should you make? Note: There are 3 correct answers to this question.

A. Set the schedule line category to be relevant for delivery.
B. Define the goods movement type in the delivery item category.
C. Set the order item category to be relevant for delivery.
D. Activate schedule lines allowed in the order item category.
E. Define the goods movement type in the schedule line category.

Answer: A,C,D

Question: 5

What settings should you make to ensure precise scheduling is used when the system performs delivery scheduling? Note: There are 3 correct answers to this question.

A. Assign a set of working times to the shipping point.
B. Maintain the transit time in the route in hours and minutes.
C. Maintain shifts defining the times for starting and ending work.
D. Assign a shift sequence to the working times.
E. Assign a set of working times to the plant.

Answer: A,C,E

Question: 6

Which settings do the cash sales process and the rush order process have in common? Note: There are 2 correct answers to this question.

A. The billing type settings
B. The item category determination
C. The immediate delivery setting
D. The lead time in days

Answer: A

Question: 7

What are some characteristics of the process flow in SAP S/4HANA? Note: There are 2 correct answers to this Question.

A. Color coding is used to indicate the status of a document.

B. The process flow supports direct navigation to applications that can be used to solve problems.
C. The status of a document is predicted using artificial intelligence (AI) algorithms.
D. Issue solving is supported by a wizard based on machine learning (ML).

Answer: B,C

Question: 8

You are using incompleteness procedures in your system. To which elements can they be assigned?
Note: There are 3 correct answers to this Question.

A. Schedule line category
B. Item category
C. Partner function
D. Business partner category
E. Material type

Answer: A,B,C

Question: 9

What are some characteristics of SAP Smart Business? Note: There are 3 correct answers to this Question.

A. Key performance indicators (KPIs) are visualized and target thresholds can be defined.
B. It combines real-time insights with analytics and transactional follow-up activities.
C. Every transaction code used in SAP Smart Business can be linked to a unique URL.
D. It supports an exception-based working model.
E. SAP Smart Business is configured entirely based on SAP Best Practices.

Answer: A,B,D

Question: 10

What are the effects of posting the goods issue during a sales process? Note: There are 3 correct answers to this Question.

A. The document flow is updated.
B. The billing document can now be created.
C. The warehouse task status is set to complete.
D. The overall status of the delivery is set to complete.
E. Delivery requirements in material planning are updated.

Answer: A,B,E