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Subjects

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6. Organizational Units and System Data for Sales
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8. Extensibility and Integration
9. Solution Processes Implementation for Analytics

Topic: 1

Solution Processes Implementation for Core Sales

Question: 1

What does Convergent Billing allow you to combine in a unique invoice?

A.

- Billing due for sales documents
- Billing due for deliveries

B.

- Billing due for sales orders
- Billing due for return orders

C.

- Billing due for sales documents
- Billing due for purchase orders

D.

- Billing due for SD documents
- Billing information from a non-SAP system

Answer: D

Solution Processes Implementation for Core Sales

Question: 2

Which steps are part of the Sales Processing using Third-Party without Shipping Notification (BDK) process? Note: There are 3 correct answers to this question.

- A. Approve and release purchase order
- B. Create billing document
- C. Enter vendor invoice
- D. Create inbound delivery

E. Create outbound delivery

Answer: A, B, C

Solution Processes Implementation for Core Sales

Question: 3

You are working on Lean Customer Returns (BDD) process in SAP S/4HANA Cloud Public Edition. What do you create during the customer returns process? Note: There are 3 correct answers to this question.

- A. Billing block
- B. Billing document
- C. Delivery
- D. Return order
- E. Inspection lot

Answer: A, C, D

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Question: 4

What is the difference between the Free of Charge Delivery process and the Sell from Stock process?

- A. Picking document type
- B. Sales document type
- C. Billing type
- D. Delivery document type

Answer: B

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Question: 5

You save a sales order in Sales Processing using Third-Party without Shipping Notification (BDK). What is automatically created for each relevant third party?

- A. Delivery
- B. Billing document
- C. Purchase requisition
- D. Purchase order

Answer: C

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Question: 6

You work on a Sell from Stock (BD9) process in SAP S/4HANA Cloud Public Edition.
Which business role can post goods issues?

- A. Inventory manager
- B. Shipping specialist
- C. Warehouse clerk
- D. Resource manager

Answer: B

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Question: 7

You are working on an Invoice Correction Process with Credit Memo (BKL) process in SAP S/4HANA Cloud Public Edition.
What does the Create Credit Memo Request process step indicate?

- A. Intention to credit the customer
- B. Intention to replace the returned goods
- C. Customer's intention to return the goods
- D. Authorization to release a credit note

Answer: A

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Question: 8

You are working on a Sale from Stock (BD9) process in SAP S/4HANA Cloud Public Edition.
Which of the following process steps is the shipping specialist responsible for? Note: There are 2 correct answers to this question.

- A. Check the notifications
- B. Create outbound delivery
- C. Run Advanced Available-to-Promise
- D. Add freight costs

Answer: B, D

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Question: 9

You execute the Sell from Stock (BD9) process.
At which process step is the billing due list updated?

- A. Proof of delivery
- B. Create delivery
- C. Execute picking
- D. Post goods issue

Answer: D

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Question: 10

What is different in the account posting of a down payment request, compared to the account posting of an invoice? Note: There are 2 correct answers to this question.

- A. General ledger (G/L) indicator
- B. Cost center
- C. Chart of accounts
- D. Reconciliation account

Answer: A, D

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