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QUESTION 1

A customer wants to create their profit and loss statement according to the cost of sales principle.

What master data supports this requirement?

- A. Cost centre
- B. Profit centre
- C. General ledger account
- D. Segment

Correct Answer: A

QUESTION 2

The Fast Start program for Business All-in-One uses tools and preinstalled stacks to accelerate all phases of a project, from evaluation through to deployment.

What exactly is provided within the Fast Start preinstalled stacks from the hardware reseller? (Choose two)

- A. SAP Business Warehouse
- B. SAP Best Practices content that has already been activated
- C. An operating system, a database, SAP Best Practices add-ons, system preparations for the SAP Best Practices activation, the txt files and the scope files
- D. SAP ERP, BI, CRM, and SRM content

Correct Answer: BC

QUESTION 3

The ASAP Focus Methodology defines a proposal framework as an accelerator to help you produce the proposal document during the evaluation phase.

Which document is part of the proposal framework?

- A. Sales presentations
- B. Marketing collateral
- C. Customer qualification questionnaire
- D. Solution scope document

Correct Answer: D



QUESTION 4

The following areas must be differentiated with regard to the impact of changes within an SAP system:

- Data
- Customizing
- Repository

Which statement reflects the impact of change across the different areas?

- A. Business processes have to be customized identically in all clients in a system.
- B. Business data is automatically distributed to all clients.
- C. ABAP source code changes are client-specific.
- D. The repository is shared among clients.

Correct Answer: D

QUESTION 5

The Baseline Package offers generic core business scenarios that support the business needs of a midsize company or large enterprise.

Your customer is a rapidly expanding company with subsidiaries around the world.

Why would they choose to use a Baseline Package? (Choose two)

- A. The Baseline Package is available in more than 50 localized country versions.
- B. The Baseline Package includes all payroll features.
- C. The solid foundation for SAP Best Practices Baseline Packages is SAP ERP 6.0.
- D. The Baseline Package covers detailed industry requirements.

Correct Answer: AC

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