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QUESTION 1

In the SAP organizational structure for sales, which entity represents your strategy to distribute goods and/ or services to your customers? Choose the correct answer.

- A. Sales group
- B. Sales organization
- C. Distribution channel
- D. Division

Correct Answer: C

QUESTION 2

Which elements can you use to influence the determination of the shipping point? Choose Three correct answers.

- A. Storage condition
- B. Loading group
- C. Plant
- D. Shipping condition
- E. Transportation group

Correct Answer: BCD

QUESTION 3

A business user grants his customer a special price. This special price should ignore all possible discounts that may be applicable in a sales order for this customer. What must the business user do? Choose the correct answer.

- A. Set the Exclusion indicator in the condition record of the discounts.
- B. Set the Exclusion indicator in the condition record for the special price.
- C. Activate the Condition Update indicator in the condition record of the discounts.
- D. Maintain a maximum condition value in the condition record for the special price.

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

Your project requires shipment of several sales orders in one outbound delivery. What must the sales orders have in common? Choose Three correct answers.

- A. Ship-to party
- B. Warehouse number
- C. Route
- D. Shipping point
- E. Picking location

Correct Answer: ACD

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