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QUESTION 1

During an ATP check for a sales order item, the requested quantity is completely confirmed on the required date even though there is only a partial quantity in stock on that date. What could be the reason for this? Choose the correct answer.

A. The customer material info record is set to allow partial deliveries and the customer requires a quantity as close to the requested delivery date as possible.

B. In the configuration of the scope of check, the Without Replenishment Lead Time flag is set and the material availability date is further away than today plus the replenishment lead time.

C. In the configuration of the scope of check, the Without Replenishment lead Time flag is not set and the material availability date is further away than today plus the replenishment lead time.

D. The customer master record is set to allow partial deliveries and the customer requires a quantity as soon as possible.

Correct Answer: C

QUESTION 2

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 3

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 4

You want to limit the choice of reasons for reject on in asales process. What do you need to do? Choose the correct answer.

A. Assign the permitted reasons for rejection to the relevant sales item category.

B. Assign the permitted reasons for rejection to the relevant business area.

C. Assign the permitted reasons for rejection to the relevant sales area.

D. Assign the permitted reasons for rejection to the relevant sales document type.

Correct Answer: D

QUESTION 5

Where do you configure whether billing should be order-related or delivery-related? Choose the correct answer.

A. Delivery type

B. Delivery document item category

C. Sales document item category

D. Sales order type

Correct Answer: C

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