



C_TSCM62_66^{Q&As}

SAP Certified Application Associate - Sales and Distribution, ERP 6.0
EhP6

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QUESTION 1

Which of the following can you determine for the picking process at delivery type level?

- A. Which rule is used to define the picking sequence of items
- B. Which rule is used to determine the picking location
- C. Which warehouse numbers will be proposed
- D. Whether lean warehouse management is allowed

Correct Answer: B

QUESTION 2

You are asked to set the system in such a way that it can automatically search for available quotations for customers when sales order items are entered.

What do you have to do to make this happen?

- A. Set the quotation messages function in the quotation sales document type.
- B. Set the completion rule in the item category for the quotation.
- C. Set the quotation messages function in the sales order document type.
- D. List the reference document number field in the incompleteness procedure for the sales order item category.

Correct Answer: C

QUESTION 3

What is the difference between the SAP sales documents Delivery Free-of-Charge and Subsequent Delivery Free-of-Charge?

- A. Subsequent Delivery Free-of-Charge requires a mandatory reference to a sales document. Delivery Free-of-Charge does not have this requirement.
- B. Subsequent Delivery Free-of-Charge uses item category KLN, which carries out no pricing and no billing. Delivery Free-of-Charge uses item category TAN, which carries out pricing and billing.
- C. Delivery Free-of-Charge must be created with reference to a preceding invoice. Subsequent Delivery Free-of-Charge can be created with reference to an invoice or sales order.
- D. Subsequent Delivery Free-of-Charge is only created in case of partial deliveries. Delivery Free-of-Charge is created with reference to return deliveries only.

Correct Answer: A



QUESTION 4

Which of the following enable the processing of a delivery? (Choose two)

- A. The items in a delivery are processed using various shipping points.
- B. Each delivery has a unique ship-to party.
- C. The shipping point is determined for each sales order item.
- D. The valid route is determined in the order header.

Correct Answer: BC

QUESTION 5

Which of the following is a benefit of SAP Solution Manager?

- A. It reduces the cost of implementation and continuous improvement.
- B. It provides common master data management within all SAP systems.
- C. It enables central Enterprise Search within all SAP systems.
- D. It reduces the number of systems and operates only one central IT landscape.

Correct Answer: A

QUESTION 6

For which of the following can you use a distribution channel? (Choose two)

- A. To determine the address in the output of the order confirmation
- B. To assign a delivery plant for sales processes
- C. To distinguish material master data used during sales order processing
- D. To determine the transportation scheduling for a material during sales order processing

Correct Answer: BC

QUESTION 7

After you have saved the billing document, the following message appears in the status bar: "Document 90036111 saved (no accounting document generated)."

What are the possible reasons why no accounting document has been created? (Choose two)

- A. The account determination cannot determine an account, or determines an account that cannot be posted to automatically.



- B. A posting block was set for the billing document type. This allows only the controlling documents to be generated.
- C. There is a configured posting block in the billing type; therefore, the blocked billing document has to be released.
- D. The reference number and assignment number differ; therefore, accounting documents cannot be generated.

Correct Answer: AC

QUESTION 8

Which of the following must you set up in sales customizing to create an order-related delivery?

- A. An item category with "Item is relevant for delivery"
- B. An item category and scheduling agreement type
- C. An item category with "Schedule Line allowed"
- D. An item category and MRP type

Correct Answer: C

QUESTION 9

Which of the following functions can you use to display an overview of customer-specific prices for various customers on one screen?

- A. Net price list
- B. Pricing analysis
- C. Pricing report
- D. Pricing log

Correct Answer: C

QUESTION 10

Which of the following statements regarding the material master data are correct? (Choose two)

- A. The behavior of a sales order item depends on the assigned item category group of the material master.
- B. If a delivering plant is defined in the sales data of the material master, this plant is transferred to a corresponding sales document item and can no longer be changed.
- C. The following information in a sales order is derived from the material master: material group, weight, and item category.
- D. The sales views of the material master data can be maintained for various combinations of sales organization and distribution channel.



Correct Answer: AD

QUESTION 11

You are using rental contracts.

Which setting is mandatory for working with periodic billing?

- A. Assignment of the service billing document type FS (Invoice Service/Rent) to the item category of the rental contract item.
- B. Maintenance of a separate billing type that is assigned to the sales document type of the rental contract
- C. Maintenance of a factory calendar that is assigned to the customer master
- D. Assignment of an appropriate billing plan type to the item category of the rental contract item

Correct Answer: D Testlet 1

TESTLET OVERVIEW

Title: Case Study

The following testlet will present a Case Study followed by [count] multiple choice question(s), [count] create a tree question(s), [count] build list and reorder question(s) and [count] drop and connect question (s).

You will have [count] minutes to complete the testlet.

For help on how to answer the questions, click the Instructions button on the question screen.

QUESTION 12

A company wants to give their customers an additional free laptop for every 10 laptops they buy of the same model.

Which of the following scenarios would implement this?

- A. Free goods with an exclusive bonus quantity that increases the quantity without generating a subitem
- B. Free goods with an inclusive bonus quantity that generates a subitem
- C. Free goods with an inclusive bonus quantity using the free goods calculation rules
- D. Free goods with an exclusive bonus quantity using the free goods calculation rules

Correct Answer: D



QUESTION 13

Your company wants to have a new condition record for freight costs. The condition type should consider the gross weight of all the order items and handle the following scale:

From 0 kg - 8 EUR

From 1 kg - 12 EUR

From 5 kg - 16 EUR

From 10 kg - 20 EUR

Which of the following do you have to configure in the condition type to meet this requirement? (Choose two)

- A. Set the Exclusion indicator to net price.
- B. Set the calculation type to fixed amount.
- C. Select the Header condition checkbox.
- D. Select the Group condition checkbox.

Correct Answer: BD

QUESTION 14

- A. To determine the value that is used for the accounting document when posting goods issue
- B. To display the average net sales price of this material during the last year
- C. To define the value that is used when posting the receivables for a customer ordering this material
- D. To display statistical information for the costs in the pricing environment of a sales order

Correct Answer: AD

QUESTION 15

What is controlled by the item category of a sales document item? (Choose three)

- A. Whether an item is relevant for billing
- B. Whether an item is relevant for pricing
- C. Whether a customer-material info record is read
- D. Whether you can reject an item in a sales order
- E. Whether you can create schedule lines for the item.

Correct Answer: ABE



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