

Section A (3 Questions)

Q1.

Which department is in charge of putting stock in specific location in plant?

Sales & Marketing

Material Management

Logistics

(Correct Option)

Finance

Production

Q2.

Which of the following best explains why inventory must be kept as low as possible?

It reduces profit

Customer will be happy

Supplier will be happy

It creates positive cash flow

(Correct Option)

It creates negative cash flow

Q3.

Which of the following best describes Billing Invoice?

It can be done before delivery order is done

It indicates profits

It is a document to ask customer to pay money for goods sold

(Correct Option)

Vendor will receive certain amount of payment

Warehouse will issue it

Section B (3 Questions)

Q4.

Which TWO (2) of the following are Material Master Data?

Give your answer in the following format: AB

- A. Product specifications
- B. Supplier Address
- C. Purchase Order Number
- D. Weight of 1 unit of material
- E. Customer Code

Answer: AD

Q5.

Which THREE (3) of the following statements are TRUE for Order-to-Cash (OTC) cycle?

Give your answer in the following format: ABC

- A. Delivery Order is issued after Sales Order
- B. 1 Sales Order will generate only 1 Billing invoice
- C. A Sales Order can be converted from multiple Sales Quotations
- D. 1 Sales Order can only have 1 customer
- E. 1 Sales Order has only 1 delivery date

Answer: ACD

Q6.

Which THREE (3) of the following affect MRP Run?

Give your answer in the following format: ABC

- A. Billing invoice
- B. Production order
- C. Sales Orders
- D. Quotation
- E. On-hand Stock

Answer: BCE

Section C (12 Questions)

Q7.

Fill in the blanks based on the advantages of the following purchasing structures:

A- Centralized Purchasing

B- Decentralized Purchasing

| | Purchasing Structure Eg. A |
|--|-------------------------------|
| Eliminate duplication of effort | A |
| Faster response to local demand | B |
| Enjoy better discounts due to large volume purchases | A |
| Standardization in purchasing processes | A |

Q8.

Company A received defective goods from Supplier B and will like to return the goods.

Select the departments that will be involved in this process:

A. Sales

B. Purchasing

C. Human Resources

D. IT

E. Logistics

Answer: BE

Q9.

| Step | Activity |
|------|---------------------------------------|
| A | Go to 'Manage Sales Quotation' in SAP |

| | |
|----------|--|
| B | Receive Sales Order |
| C | Contact Customer |
| D | Look for top 3 biggest dollar value of Sales Quotation |

John needs to increase his sales to meet his sales target.

Based on the activities in table above, arrange the 4 activities in the correct sequence.

For example ABCD.

Answer: ADCB

Q10.

| Document | Quantity | Unit | Ref. Value | Currency | On | Time | Status |
|---------------------------------------|----------|------|------------|----------|------------|----------|------------|
| ▼ 📄 → Standard order 0000000178 / 10 | 50 | EA | 150,000.00 | USD | 08/22/2023 | 10:46:05 | In Process |
| ▼ 📄 Outbound Delivery 0080000022 / 10 | 30 | EA | | | 08/22/2023 | 10:47:05 | In Process |
| 📄 Picking Request 0080000022 / 10 | 30 | EA | | | 08/22/2023 | 10:48:42 | Completed |
| 📄 GD goods issue:delvy 4900032040 / 1 | 30 | EA | 42,000.00 | USD | 08/22/2023 | 10:48:49 | Complete |

Based on the above screenshot, answer the following:

- What is the Sales Order number?
- Has the customer fully received the goods for this Sales Order? Explain why.

Q11.

Identify the type of data based on the information given.

Data Type

A -Transaction Data

B -Customer Master Data

C -Material Master Data

D -Condition Master Data

E -Vendor Master Data

| Information | Data Type Eg. A |
|-----------------------|--------------------|
| Unit of Measure | C |
| Net Value of \$90,000 | A |

| | |
|------------------------------------|---|
| Net Price of \$3,000 | D |
| Customer Reference Date 12/30/2022 | A |

Q12.


Item: 10 Sched.Line: 1
Material: DXTR1600
Deluxe Touring Bike (black)

Plant: DL00 Plant Dallas
Req.deliv.date: 09/21/2023
End lead time: 09/30/2023
☐ Fix Qty/Date

Requirement Segment:
Open Quantity: 300 EA
Max.Part.Deliveries: 9

One-time del. on req. del. dte : not possible
Dely/Conf.Date: 09/21/2023 / 09/21/2023 Confirmed Quantity: 0

Complete delivery
Dely/Conf.Date: 09/30/2023 / 09/26/2023 ☒



Dely proposal
Dely/Conf.Date: 09/25/2023 / 09/21/2023 Confirmed qty: 250 ☒
09/30/2023 / 09/26/2023 50

Based on the above Sales order Availability Control screenshot, choose TWO (2) statements that are TRUE:

Give your answer in the following format: AB

- A. 2 deliveries are planned for Sales order
- B. There is enough on-hand stock to meet this Sales order
- C. Customer will make payment by 30th September 2023
- D. Finance can bill customer on 30th September 2023
- E. Sales Order quantity is 300

Answer: AE

Q13.

| | | | | | | | | |
|--|------------|--------|------------------------|------------------|-----------------|------|---------------|---------------|
| <div><div><div>Σ</div><div>↶</div><div>✎</div><div>👤</div><div>👤</div><div>⏏</div><div>⏏</div><div>📅</div><div>Date</div><div>📅</div><div>GR</div><div>📅</div><div>ST On</div><div>📄</div><div>On</div><div>Vendor</div><div>Cust.</div></div></div> | | | | | | | | |
| <div>🔍</div> | A... | Date | MRP e... | MRP element data | Rescheduling... | E... | Receipt/Reqmt | Available Qty |
| <div>🔍</div> | 01/07/2023 | Stock | | | | | | 250 |
| <div>🔍</div> | 01/11/2023 | PldOrd | 0000001095/STCK | | | 05 | 400 | 650 |
| <div>🔍</div> | 01/11/2023 | PldOrd | 0000001096/STCK | | | 05 | 400 | 1,050 |
| <div>🔍</div> | 01/13/2023 | CusOrd | 0000000196/000010/0... | | | | 600- | 450 |
| <div>🔍</div> | 01/23/2023 | CusOrd | 0000000197/000010/0... | | | | 900- | 450- |

Based on the above screenshot, answer the following:

- Identify the MRP Type and explain.
- Identify the Lot-Size Type and explain.

Q14.

Select TWO (2) actions that will be taken by logistics, when a vendor delivers goods to the warehouse.

Give your answer in the following format: AB

- A.** Inspect for damaged goods
- B.** Request payment from vendor
- C.** Expedite delivery from vendor
- D.** Verify delivered quantity is correct
- E.** Inform Sales to make payment

Answer: AD

Q15.

State the THREE (3) types of information that are involved in Three-Way Match.

Give your answer in the following format: ABC

- ### A. Supplier invoice date

- B. Supplier invoice quantity and price
- C. Sales order quantity and price
- D. Purchase order quantity and price
- E. Goods issue quantity
- F. Good receipt quantity

Answer: BDF

Q16.

Arrange the list of activities below in the correct sequence for Purchasing Process.
For example, ABCDEF

- A- Vendor deliver goods
- B- Purchasing department do vendor evaluation
- C- Purchasing department issue Purchase Order to vendor
- D- Administration department raise Purchase Requisition
- E- Account department make payment to vendor
- F- Purchasing department request quotation from vendors

Answer: DFBCAE

Q17.

| Business Partner 0001003082 Bike Zone Loh7 010 Material DXTR1086 Deluxe Touring Bike (black) | | | | | | | |
|---|----------|------|------------|----------|------------|----------|------------|
| <div> </div> | | | | | | | |
| Document | Quantity | Unit | Ref. Value | Currency | On | Time | Status |
| Standard order 0000000135 / 10 | 10 | EA | 30,000.00 | USD | 12/31/2022 | 09:56:51 | Completed |
| Outbound Delivery 0080000053 / 10 | 10 | EA | | | 12/31/2022 | 09:58:04 | In Process |
| Picking Request 0080000053 / 10 | 10 | EA | | | 12/31/2022 | 09:59:39 | Completed |
| | | | | | | | |

Based on the above screenshot, can Finance bill the above customer? Explain why.

Q18.

Fill in the blanks using the following:

- A-** Storage Location
- B-** Company Code
- C-** Plant
- D-** Client

| Purpose | SAP Organization Structures Eg.A |
|---|---|
| A place for production of goods. | C |
| This is the highest level of the structure and has its own set of master data. It can be an enterprise group with many subsidiaries. | D |
| An area which keeps material stocks. | A |
| An organizational unit of financial accounting with its own sets of balance sheets and profit and loss statements as required by law. | B |