1. **What is a Sales Area, and how is it defined in SAP?**

**Answer:** A Sales Area is a combination of Sales Organization, Distribution Channel, and Division. It defines the distribution strategy for a company.

1. **How to disable some of the fields in customer master**

**Answer:** Goto T code OVT0

1. **Define Partner Functions:**

**Answer:** **Transaction Code:** VOPA

* **Description:** Partner functions are roles assigned to a partner in a business transaction. Common partner functions include:
  + **SP:** Sold-to Party
  + **SH:** Ship-to Party
  + **BP:** Bill-to Party
  + **PY:** Payer
* **Action:** Define all relevant partner functions for different transactions.

**3.what is the criteria to determine plant into sales documents**

**Answer:** CMIR

Customer master

Material master

5.How shipping point determines

**Answer:** Shipping conditions loading group plant

6.Where we maintain customer GST registration number

**Answer:** Customer Master-General Data-Control Data-Tax number 3

7. where we maintain HSN Codes

**Answer: Material Master-Foreign trade export-control code**

**8. How storage location determines**

**Answer: Shipping Point, Plant, Storage Conditions**

**T code:OVL3**

what is CMIR and purpose

**CMIR** stands for **Customer-Material Information Record** in SAP. It serves as a link between a specific customer and a material, allowing for the customization of certain parameters for that customer-material combination. This record is particularly useful in scenarios where certain details of a material need to be handled differently for different customers.

**Purpose of CMIR:**

1. **Customer-Specific Data:**
   * **Custom Material Descriptions:** The CMIR allows you to maintain a customer-specific description for a material. This means that when a sales document is created for that customer, the material description in the document can reflect what the customer is familiar with, rather than the standard material description in the material master.
   * **Customer-Specific Material Numbers:** It allows the storage of customer-specific material numbers. The customer’s own material number can be referenced during sales order processing, making the process more intuitive for the customer.
2. **Sales and Distribution Specifics:**

**9.What is the t code for maintain CMIR**

**Answer**: VD51

10.What are the split criteria for delivery

Ansswer : Shipping point, ship to party, incoterms, delivery date, route

11. what is the split criteria for invoice

Answer: payer, terms of payment, Billing date

**12.what is the difference between rush order and cash sale**

**Cash sale rush sale**

**Order related billing delivery related billing**

**One time customer regular customer**

**Delivery type: BV Delivery Type: LF**

**Billing Type: BV Billing Type: F2**

**13. How item categories determine**

**Answer: Sales Document type**

**Item category group**

**Item usage**

**Higher level item category**

**Item category**

**Quotations**

**definition of condition type, condition table, condition record, access sequences**

**1. Condition Type:**

* **A Condition Type in SAP is a representation of a specific kind of pricing element, such as discounts, surcharges, taxes, or freight costs. It defines the characteristics of a price element and controls how the price or discount is applied during the pricing procedure.**
* **For example, PR00 is a common condition type used for representing the base price of a product, while K004 might represent a discount.**

**2. Condition Table:**

* **A Condition Table is where the key fields (e.g., customer, material, sales organization) are stored for determining which condition records are applicable. It defines the combination of fields that SAP uses to find a specific price or discount.**
* **For example, a condition table might include fields like customer, material, and sales organization to uniquely identify a price condition.**

**3. Condition Record:**

* **A Condition Record contains specific data for a particular condition type. It is the actual entry in the condition table that holds the value (e.g., price, discount rate) and is used during transaction processing.**
* **For example, a condition record might specify that for a particular customer and material, the price is $100.**

**4. Access Sequence:**

* **An Access Sequence is a search strategy used by SAP to find a valid condition record from the available condition tables. It determines the order in which the system searches through condition tables to locate the appropriate condition record.**
* **For instance, an access sequence might first check for a condition record specific to a particular customer and material, and if not found, it might then look for a more general record that applies to a group of customers.**

**20.KOFI, KOFK condition type**

**In SAP, the condition types KOFI and KOFK are used in account determination for sales and billing documents:**

* **KOFI**

**An account condition type used in G/L account determination. For example, if a G/L account is not found, the system will check the condition records for the second table, and so on, until it finds a G/L account.**

* **KOFK**

**A condition type used by the system to look for accounts in account determination analysis. If the KOFK condition type is not configured, an incompletion log may occur, and the error message "Document & saved (error in account determination)" may appear.**

**What is revenue account determination**

**Answer: It is the process of determining revenue G/L accounts whiles posting invoice values into accounting**

**Which ticketing tool using in sad sd support projects**

**ServiceNow:**

* **A leading platform for ITSM, ServiceNow is widely used in large enterprises.**
* **Provides extensive capabilities beyond ticketing, including incident, problem, change, and asset management.**

**What is your SLA**

**SLA stands for service level agreement, which is a document that outlines a commitment between a service provider and a client. It typically includes details about the service, the standards the provider must meet, and the metrics used to measure performance. SLAs are usually between companies and external suppliers, but they can also be between departments within a company.**

**Support Project**

**SAP support project is also known as an issue tracking system because it handles tickets. Under this project, the errors and bugs from the end-users are forwarded to the support team to categorize them into the level of severity i.e., low, medium, or high.**

**Supported Services and System Types**

* **data ingestion for industry cloud solutions.**
* **Intelligent Situation Automation.**
* **Sales Solutions by Vistex.**
* **SAP Agricultural Origination Portal.**
* **SAP AI Services. ...**
* **SAP Alert Notification service for SAP BTP.**
* **SAP Ariba. ...**
* **SAP Broker Reconciliation for Commodity Derivatives.**
* What is the job description of SAP support project?
* Analyzing the business operations and designing/documenting the processes based on industry best practices. Solving incident and change requests which are opened in the ticketing tool of the customer. Updating the status of the incident and change requests in the ticketing tool.

**What is the schedule line in sap sd**

**In SAP SD, a schedule line is a division of items in a sales document that can differ by quantity and date. Schedule lines can also have different control elements, such as whether material requirements planning is performed or not. For example, a schedule line in a returns document may post goods receipt instead of goods issue.**