

Final Questions

Chapter 1

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Choose:

1- Which term refers to business processes that are **Not executed by a single group or function?**

- a. Silo Effect
- b. Cross-Functional
- c. Functional Structure
- d. Enterprise Systems
- e. Organizational Structure

2- Which term refers to business processes that are executed by a single group or function?

- a. Silo Effect
- b. Cross-Functional
- c. Functional Structure
- d. Enterprise Systems
- e. Organizational Structure

3-Which term refers to a system in which workers complete their tasks in separate departments without regard to the consequences for the other components of the process?

- a. ERP Effect
- b. Cross-Functional
- c. Functional Structure
- d. Enterprise Systems
- e. Silo Effect

4- Which system supports business processes end to end?

- a. Management System

- b. Accounting System
- c. Enterprise System
- d. Functional Structure
- e. Document System,

5- Which process uses historical data and sales forecasts to plan which materials will be procured and produced?

- a. Material Planning
- b. Procurement Process
- c. Production Process
- d. Fulfillment Process
- e. Lifecycle Data Management,

6-Which process supports the design and development of products from the initial product idea stage through the discontinuation of the product?

- a. Material Planning
- b. Procurement Process
- c. Production Process
- d. Fulfillment Process
- e. Lifecycle Data Management

7- Which process tracks the financial impact of process steps with the goal of meeting legal reporting requirements?

- a. Human Capital Management (HCM)
- b. Project Management
- c. Financial Accounting
- d. Management Accounting or Controlling (CO)
- e. None of the above

8- Which process focuses on people within an organization and includes functions such as recruiting, hiring, training, and benefits management?

- a. Human Capital Management (HCM)
- b. Project Management
- c. Financial Accounting
- d. Management Accounting or Controlling (CO)
- e. None of the above

9- What steps are involved in the accounting portion of the procurement process?

- a. Receiving the materials and the invoice
- b. Creating the purchase requisition and sending payment
- c. Creating and sending the purchase order
- d. Creating the purchase requisition and receiving the materials
- e. Receiving the invoice and sending payment

10-What function does the warehouse perform in the fulfillment process?

- a. Prepares and sends the shipment to the customer
- b. Communicates data related to the order to other parts of the organization
- c. Tracks the order
- d. Notifies the customer
- e. None of the above

11- Which of the following is concerned with the storage and movement of materials?

- a. Business Planning
- b. Silo Effect
- c. Project Management

- d. Material Planning
- e. Inventory and warehouse management (IWM)

12-.....enables an organization to optimize its product development process, from design to market, while ensuring that it complies with industry, quality, and regulatory standards?

- a. Business Planning
- b. Lifecycle Data Management
- c. Project Management
- d. Material Planning
- e. None of the above

13- Which of the following statements about SAP R/3 is true?

- a. It supports a single function or department
- b. It is an end-to-end enterprise system
- c. Sharing data between departments is problematic
- d. None of the above

14- Checking inventory is an example of a(n):

- a. software function.
- b. system function.
- c. database.
- d. business process.

15- An Information System includes each of the following Except:

- a. software
- b. culture.
- c. hardware.
- d. data.

16- A(n) _____ system is an integrated information system that supports all the functions of the enterprise in real-time

- a. Silo
- b. ERP
- c. Decentralized
- d. Management
- e. none of the above

17- Which of the following is a reason for ERPs explosive growth?

- a. ERP is a logical solution to the mess of incompatible applications
- b. ERP addresses the need for global information sharing and reporting
- c. ERP is used to avoid the pain and expense of fixing legacy systems
- d. All of the above

18- ERP package will handle _____ business functionalities.

- a. one.
- b. two.
- c. three.
- d. all.

19- ERP Stands for:

- a. Engaged Research and Planning
- b. Enterprise Reasoned Plan
- c. Enterprise Resource Planning
- d. Effective Resource Planning
- e. Electronic Research Plan

20- ____ integrates the planning, management, and use of all of an organization's resources and is designed to integrate its functional areas tightly.

- a.Transaction processing systems
- b.Supply chain management systems
- c.Functional area information systems
- d.Enterprise resource planning systems
- e.Corporate extranets

21- Enterprise resource planning systems take a(n) ____ view of the overall organization.

- a.User's
- b.Management
- c.Functional
- d.Business process
- e.Transaction

22- Enterprise resource planning systems are very ____ software products, meaning that companies typically have to change their ____ to accommodate how the software functions.

- a.Unstructured, business processes
- b.Structured, reporting relationships
- c.Structured, accounting processes
- d.Unstructured, inventory control
- e.Structured, business processes

23- ERP systems are sold in _____, or groups of related programs performing a major function within the system, such as accounting or manufacturing.

- a. modules
- b. projects
- c. processes
- d. data
- e. none of the above

1	2	3	4	5	6	7	8	9	10	11	12
B	A	E	C	A	E	C	A	E	A	E	B

13	14	15	16	17	18	19	20	21	22	23
B	D	B	B	D	D	C	D	D	E	A

True or False

- 1- The most common organizational structure within modern organizations is the functional structure.
- 2- Systems that support end-to-end processes are called business processes.
- 3- An enterprise system is a set of tasks or activities that produce desired outcomes.
- 4- Without the various steps of the business process, a company can't successfully bill customers and ship products.
- 5- The financial accounting process focuses on internal reporting to manage costs and revenues.
- 6- Materials encompass all the products, components, and parts that are used in an organization.
- 7- Forecasts of finished goods are determined by data from material planning.
- 8- Large warehouses do not need to move items as quickly and efficiently as smaller warehouses.
- 9- Asset accounting is concerned with tracking financial data related to assets such as machinery and cars.
- 10- A business process is a collection of activities that together add value to the company.
- 11- Information systems that are designed so functional areas share data are called integrated information systems.
- 12- Business processes typically span across multiple business functions.
- 13- Business processes only affect external customers and never an internal customer of a business such as another department in an organization.
- 14- One of the benefits of an integrated information system is that the data stored by one functional area of a business is kept separate from the other functional areas .

15- The procurement process includes all of the tasks involved in acquiring needed materials.

16- It's easy to manage processes that are geographically dispersed without utilizing modern information systems.

17- Enterprise systems (ES) do not support end-to-end processes.

18- In silo effect they focus on functional objectives without regard to process objectives.

19- the business processes that are performed in the company are single-functional.

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Chapter 2

Choose:

1- Any manager in an organization needs to understand

- a. The basic concepts of ERP System
- b. The strategic planning process and the implementation process for ERP system
- c. (a) and (b)
- d. The computer programming used in ERP systems

2- ERP systems play a vital role in supporting

- a. The business processes and operations of an organization
- b. Decision making by employees and managers of an organization
- c. The strategies of an organization for competitive advantage
- d. All of the above

3- Which term relates to the technical capabilities that allow systems to connect with one another through standardized interfaces called Web services?

- a. Enterprise Resource Planning
- b. Supply Chain Management
- c. Architecture.
- d. Service-Oriented Architecture
- e. None of the above

4- Which of the following is used to integrate several client-server applications and create enterprise mash-ups, or composite applications?

- a. Management System
- b. Accounting System

- c. Enterprise System
- d. Web Services
- e. All of the above

5- Which of the following systems helps companies administer the processes of research, design, and product management?

- a. Application Platform
- b. Customer Relationship Management (CRM)
- c. Enterprise Solution
- d. Product Lifecycle Management (PLM)
- e. None of the above

6- The highest organizational level in SAP ERP is the

- a. Vendor
- b. Client
- c. Material Master
- d. Plant
- e. None of the above

7- Materials that are created by the production process from other materials are referred to as _____

- a. Finished Goods (FERT)
- b. Semi-finished Goods (HALB)
- c. Trading Goods (HAWA)
- d. Raw Materials
- e. None of the above

8- What type of materials is purchased from a vendor?

- a. Trading Goods
- b. Finished Goods (FERT)

- c. Semi-finished Goods (HALB)
- d. Material Types
- e. None of the above

9- Materials that are purchased from an external source (a vendor) and used in the production process are known as _____

- a. Finished Goods (FERT)
- b. Semi-finished Goods (HALB)
- c. Trading Goods (HAWA)
- d. Raw Materials
- e. None of the above

10- _____reflect(s) the consequences of executing process steps.

- a. Material Groups
- b. Organizational Data
- c. Transaction Data
- d. Project Management
- e. None of the above

11- Which term is generally used to describe the ways that users can view and analyze data to help them make decisions and complete their tasks?

- a. Reporting
- b. Evaluating
- c. Characteristics
- d. Period Definition
- e. Online Analytic Processing (OLAP)

12- Data in an Enterprise System are:

- a. Organizational Data

- b. Master data
- c. function data
- d. a&b
- e. all of the above

13- Legal entities, plants, storage areas, sales organizations, profit centers are part of :

- a. Organizational data
- b. Master data
- c. transaction data
- d. all of the above
- e. none of the above

14- books are maintained at this level for legal reporting

- a. Client level
- b. Company code level
- c- Plant level
- d- Storage level
- e- all of the above

15- Data that Typically include General Data ,Financial data and Area-specific data is:

- a. organizational data
- b. transaction data
- c. Master data
- d- none of the above

16- Long-term data that typically represent entities associated with various processes: Customer, Vendor and Material is:

- a- organizational data

- b- master data
- c- transaction data
- d- all of the above

17- Relatively permanent data about materials that are stored in central database tables in SAP ERP.

- a. customer master data
- b. vendor master data
- c. material master data
- d. material group
- e. purchasing data

18- Material master data is used in numerous processes such as:

- a. Procurement
- b. Fulfillment
- c. Asset management
- d. a&b
- e. All of the above

19- purchased items or extracted materials transformed into components or products. Not Sold

- a. Raw materials
- b. Semi-finished goods
- c. Finished goods
- d. Trading goods
- e. Goods in transit

20- Products that have been stored uncompleted awaiting final operations that adapt them to different uses or customer specifications.

- a. Raw materials
- b. Semi-finished goods

- c. Finished goods d. Trading goods e. Goods in transit

21- units of product that have been completed but not yet sold to customers. Eventually, sold to customers.

- a. Raw materials
- b. Semi-finished goods
- c. Finished goods
- d. Trading goods
- e. Goods in transit

22- Goods that are purchased and resold without additional processing.

- a. Raw materials
- b. Semi-finished goods
- c. Finished goods
- d. Trading goods
- e. Goods in transit

23- Data requires: Organizational data, Master data, and Situational data.

- a. Transactional data
- b. material data
- c. customer data
- d. vendor data
- e. all of the above

24- provide reporting in the form of analytics via information systems.

- a. Online analytic processing
- b. Online transaction processing
- c. online list d. work list

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C	D	D	D	D	B	A	A	D	C	A	D	A	B

15	16	17	18	19	20	21	22	23	24
C	B	C	E	A	B	C	D	A	A

True and false:

1- In the client server architecture the data, applications and presentation are all included in one layer .

2- Customer Relationship Management (CRM) systems are intra-organizational systems.

3- Customer Relationship Management (CRM) systems link a company with its customers.

4- Product Lifecycle Management (PLM) systems are concerned with purchasing materials from suppliers.

5- Customer data is an example of master data in an enterprise systems.

6- Dates, times, and locations are examples of organizational data in an enterprise system.

7- Hardware layer is a part of the 3-tier architecture.

8- ERP systems Focus on internal operations of an organization, and they integrate functional and cross functional business process.

9- Scalability describes how well a system can scale up, or adapt to the increased demands of growth.

10- Product Lifecycle Management (PLM) Help companies take new product ideas from the virtual drawing board to the manufacturing facilities.

11- Presentation layer is where the application stores your work.

12- OLAP has no analytical capabilities, provides reporting in the form of lists.

13- Transaction documents are created after the process steps completed.

14- Finished goods are purchased and resold without additional processing.

15- Organizational data are data that usually changes.

16- SAP is a fully integrated, global ERP system, supports multiple languages and currencies.

17- Finished goods are purchased items or extracted materials transformed into components or products.

18- ERP systems are customizable to fit the specific needs of each organization.

19- ERP systems are only suitable for large enterprises and not for small or medium-sized businesses.

20- ERP systems can help improve decision-making by providing real-time data and analytics.

21- ERP systems are only accessible from the organization's premises and cannot be accessed remotely.

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11	12	13	14	15	16	17	18	19	20	21
F	F	F	F	F	T	F	T	F	T	F

Chapter 3

Choose:

1- Which of the following is a key process in financial accounting?

- a. Sales order processing
- b. Accounts receivable accounting
- c. Credit management
- d. Income verification
- e. All of the above

2- Which process is used to manage money owed by customers for goods and services purchased from the company?

- a. General ledger accounting
- b. Accounts receivable accounting
- c. Fixed asset accounting
- d. Bank ledger accounting
- e. All of the above

3- ____ are internal divisions of an enterprise that are used to define areas of responsibility or to meet the external reporting requirements of an enterprise segment.

- a. Cost centers
- b. Depreciation areas
- c. Business areas
- d. Sub-ledgers
- e. None of the above

4- Which term refers to an ordered listing of accounts that comprise a company's general ledger?

- a. General ledger
- b. Balance sheet
- c. Bank ledger
- d. Chart of accounts (COA)
- e. None of the above

5- Which term represents what a company owns, such as cash, inventory of materials, and buildings?

- a. Liabilities
- b. Equity
- c. Assets
- d. Revenues
- e. None of the above

6- Which term represents what a company owes to others, including money owed to vendors and loans from financial institutions?

- a. Liabilities
- b. Equity
- c. Assets
- d. Revenues
- e. None of the above

7- Which term is a general ledger account that consolidates data from a group of related sub-ledger accounts?

- a. Subsidiary ledger
- b. Sub-ledger
- c. Reconciliation account
- d. Line item display
- e. None of the above

8- Which of the following is used to implement multiple ledgers and use each ledger for different purposes?

- a. Financial accounting document
- b. Subsidiary ledger
- c. Sub-ledger
- d. Parallel Accounting
- e. None of the above

9- Which type of asset has a non-physical form?

- a. Master asset
- b. Tangible asset
- c. Informal asset
- d. Intangible asset
- e. None of the above

10- Which of the following is used to report data needed to meet legal and regulatory requirements?

- a. Assets
- b. Equity
- c. Tangible document
- d. Financial statement
- e. None of the above

11- Which of the following best describes the operative chart of accounts?

- a. Contains the operational accounts that are used to record the financial impact of an organization's day-to-day transactions
- b. Used to enable companies to meet special country-specific reporting requirements

- c. Contains accounts that are used by multiple companies to consolidate their financial reporting
- d. Contains only accounts payable transactions
- e. Contains only accounts receivable transaction

12- Balance sheet accounts are grouped into which of the following categories?

- a. Revenue
- b. Assets
- c. Liabilities
- d. Equity
- e. b&c&d

13- What is the purpose of a chart of accounts in an ERP system?

- a. To list all the employees in the organization
- b. To track inventory levels and stock movements
- c. To define the structure and organization of financial accounts
- d. To manage customer orders and sales transactions

14- Which of the following is a financial statement generated by an ERP system?

- a. Sales order report
- b. Balance sheet
- c. Purchase requisition
- d. Production schedule

15- What is the purpose of an accounts payable module in an ERP system?

- a. Managing employee salaries and benefits
- b. Tracking customer orders and sales invoices
- c. Recording and managing vendor invoices and payments

d. Analyzing financial performance and generating reports

16- What is the purpose of a general ledger in an ERP system?

- a. Tracking sales and revenue
- b. Managing customer relationships
- c. Recording and summarizing financial transactions
- d. Generating purchase orders and requisitions

17- Which of the following is a benefit of integrating accounting with other ERP functions?

- a. Improved financial reporting accuracy
- b. Reduced data security
- c. Increased training requirements
- d. Limited access to real-time data

18- When each company code implements its own ledgers based on local accounting standards, this is called:

- a. One leading ledger.
- b. general ledger.
- c. Multiple ledgers.
- d. non-leading ledgers.

19- The straight-line method of asset depreciation:

- a. Allocates an equal amount of depreciation expense each year
- b. Allocates a decreasing amount of depreciation expense each year
- c. Allocates an increasing amount of depreciation expense each year
- d. Does not allocate any depreciation expense

20- Which of the following factors affects the calculation of asset depreciation?

- a. Initial cost of the asset
- b. Estimated useful life of the asset
- c. Estimated residual value of the asset
- d. All of the above

21- In the context of asset depreciation, what does "residual value" refer to?

- a. The estimated value of an asset at the end of its useful life
- b. The initial cost of acquiring an asset
- c. The annual depreciation expense
- d. The total lifespan of an asset

22- When Asset Acquisition is done via production process or project systems, this is

- a. free Acquisition
- b. internal Acquisition
- c. additional Acquisition
- d. external Acquisition

23- purchasing assets from an established vendor without using the purchasing process is a

- a. free Acquisition
- b. internal Acquisition
- c. additional Acquisition
- d. external Acquisition

24- Which of the following is an example of a cost center?

- a. Sales department
- b. Research and development department
- c. Customer service department
- d. All of the above

25- What is the primary purpose of cost centers in managerial accounting?

- a. To allocate costs to specific departments or divisions
- b. To calculate profit margins for individual products or services
- c. To track revenue generation for different business units
- d. To determine the overall profitability of the organization

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B	B	C	D	C	A	C	D	D	D

11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
A	E	C	B	C	C	A	D	A	D	A	B	D	D	A

True and false:

- 1- Enterprise systems integrate various business functions, including accounting, within an organization.
- 2- Accounting in enterprise systems involves the recording, classifying, and summarizing of financial transactions.

- 3- One of the benefits of accounting in enterprise systems is improved data accuracy and consistency.
- 4- Financial accounting focuses on providing information to internal users within an organization.
- 5- Managerial accounting focuses on providing information to external users, such as investors and creditors.
- 6- The general ledger is a central repository that stores all financial transactions within an enterprise system.
- 7- Enterprise systems allow for real-time financial reporting, providing up-to-date information to decision-makers.
- 8- The chart of accounts is a listing of all the financial transactions that occur within an organization.
- 9- Accounts payable is an example of an asset account.
- 10- Accounts receivable represents money owed to a company by its customers.
- 11- The statement of cash flows provides information about a company's cash inflows and outflows during a specific period.
- 12- Depreciation is the process of allocating the cost of an asset over its useful life.
- 13- The straight-line depreciation method results in a higher depreciation expense in the earlier years of an asset's life.
- 14- The book value of an asset is its original cost minus its accumulated depreciation.
- 15- The general ledger is a subsidiary ledger that contains details of specific accounts.
- 16- The accounts receivable subsidiary ledger records detailed information about customer transactions.
- 17- Asset explorer provides an overview of all activities related to the asset Such as Acquisition.

18- Financial Statements has two types only, Balance Sheet and Income Statement.

19- Asset retirement always generate revenue.

20- Tangible assets have a nonphysical form.

1	2	3	4	5	6	7	8	9	10
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11	12	13	14	15	16	17	18	19	20
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Chapter 4

Choose:

1- What is the main objective of the procurement process in an ERP system?

- a) To reduce employee turnover within the organization
- b) To streamline production processes and increase efficiency
- c) To ensure timely delivery of goods and services to meet organizational needs
- d) To track customer orders and manage sales transactions

2- What is a purchase requisition in the procurement process?

- a) A document that authorizes the procurement of goods or services
- b) A document that specifies the delivery date and location of goods or services
- c) A document that records the payment made to a vendor
- d) A document that summarizes the financial transactions related to procurement

3-What is a request for quotation (RFQ) in the procurement process?

- a) A document that specifies the terms and conditions for purchasing goods or services
- b) A document that requests vendors to provide pricing and other information for goods or services
- c) A document that authorizes the release of payment to a vendor
- d) A document that records the receipt of goods or services from a vendor

4- Goods receipt in the procurement process is..

- a) The process of inspecting goods upon delivery to ensure they meet the specified requirements

- b) The process of recording the payment made to a vendor for goods or services
- c) The process of authorizing the release of payment to a vendor
- d) The process of physically receiving and verifying the quantity and quality of goods delivered

5- The three-way matching in the procurement process is..

- a) The process of comparing the purchase order, goods receipt, and invoice to ensure they match
- b) The process of comparing the prices of goods or services from multiple vendors
- c) The process of evaluating vendors based on three criteria: price, quality, and delivery performance
- d) The process of obtaining approval from three different managers for a purchase order

6- the purpose of goods issue in the procurement process is...

- a) To record the transfer of goods from one location to another within the organization
- b) To authorize the release of payment to a vendor
- c) To physically receive and verify the quantity and quality of goods delivered
- d) To formally approve the purchase of goods or services from a vendor

7- the purpose of invoice verification in the procurement process is..

- a) To record the transfer of goods from one location to another within the organization
- b) To authorize the release of payment to a vendor
- c) To physically receive and verify the quantity and quality of goods delivered
- d) To match the vendor's invoice with the purchase order and goods receipt

8- Which step of the procurement process is triggered by the need for goods or services within an organization?

- a) Supplier Selection
- b) Purchase Order Processing
- c) Purchase Requisition
- d) Goods Receipt and Inspection

9- What is the trigger for the Purchase Order Processing step?

- a) Approval of the purchase requisition
- b) Receipt of competitive bids or proposals
- c) Verification of vendor invoices
- d) Creation of the purchase requisition

10- process whereby an organization uses the procurement process to obtain materials from another plant within the same organization.

- a. Goods movement
- b. Goods receipt
- c. Stock transfer
- d. Transfer posting

11- is typically used for materials that are damaged, unusable, or wrong delivery

- a. Goods movement
- b. Stock types
- c. Stock transit
- d. Blocked stock

12- The two options for are moving average price and standard price. Both options define the price per unit of materials in stock

- a. Price Control
- b. Standard Price
- c. Stock Transfer
- d. Valuation Class

13- which results in an increase in inventory quantity

- a. Purchase Order
- b. Transfer Posting
- c. Goods Issue
- d. Goods Receipt

14- "change a material's status or type and may or may not involve the physical movement of materials from one location to another but does result in a MATERIALS Document"

- a. Stock Transfer
- b. Goods Receipt
- c. Transfer Posting
- d. Goods Issue

15- standard, consignment, subcontracting, third-party, stock transfer, and services.

- a. Master data in purchasing
- b. account assignment object
- c. Types of materials
- d. Item category types

16- can be used in any manner that management feels will benefit the enterprise.

- a. blocked stock
- b. transfer posting
- c. quality inspection
- d. unrestricted use

17- Defined at client level and Include the vendors name, address, and communication information

- a. Purchasing Data
- b. Specific Data
- c. Accounting Data
- d. General Data

18- responsible for purchasing activities for a material or a group of materials"

- a. Purchasing Group
- b. Plant
- c. Company Code
- d. Purchase Order

19- A hybrid model of all the models that consists of one centralized purchase org to evaluate needs for entire enterprise which is then used by smaller purchasing orgs.

- a. reference purchasing organization.
- b. quality inspection
- c. Transfer Posting
- d. procurement group

20- "items that the vendor ships directly to a customer usually used for trading goods"

- a. third-party
- b. purchasing group
- c. stock transit
- d. valuation class

21- cross-company code purchasing organization, most centralized model, one purchasing organization

- a. Company-Level purchasing organization
- b. Enterprise-Level Purchasing Organization
- c. Plant-Level Purchasing Organization
- d. plant specific

22- in which case inventory is reduced and results in Material Document and accounting postings to GL.

- a. Goods Receipt
- b. Goods Movement
- c. Goods Issue
- d. Transfer Posting

23- An intersection or a combination of material and vendor data specific to one vendor and one material or material group

- a. Documents in Goods Receipt
- b. Purchase requisition
- c. purchase order
- d. purchasing info record data

24- specifies how much over delivery and under delivery the ordering party will accept

- a. price control
- b. delivery tolerances
- c. goods issue
- d. goods movement

25- "a company sends materials to a vendor, who uses them to create semifinished products. "

- a. subcontracting
- b. consignment
- c. services
- d. conditions

26- Most decentralized model in which each has its own purchasing organization

- a. Company Code
- b. Plant
- c. Conditions
- d. Storage Location

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
C	A	B	D	A	A	D	C	A	C	D	A	D	C	D

16	17	18	19	20	21	22	23	24	25	26
D	D	A	A	A	B	C	D	B	A	B

True and False

- 1- The procurement process in ERP systems does not involve any financial transactions.
- 2- The purchase order is created and sent to the vendor during the purchase requisition step.
- 3- Goods receipt and inspection is the final step in the procurement process.
- 4- A purchasing organization is involved only in negotiating prices with vendors.
- 5- The enterprise-level purchasing organization is also known as the cross-company code purchasing organization.
- 6- Vendor master data include the data needed to conduct business with a vendor and to execute transactions related to the procurement process.
- 7- Different material types have different required material views.
- 8- General data related to a vendor are accessible to all company codes in a client.
- 9- A purchasing info record is an intersection or combination of material and accounting data.
- 10- Item categories in a purchase order determine the process steps used to procure materials.
- 11- Consumable materials are acquired to be used within an organization.
- 12- A stock transfer does not involve a change in storage location.
- 13- A goods movement is a transaction that causes a change in stock value or status.
- 14- Materials cannot be moved from one company code to another because each company code uses a different set of books.
- 15- Requirements for materials must be created manually.
- 16- A requisition represents a legal obligation to make the purchase.

17- Materials ordered in multiple purchase orders must be delivered in multiple shipments.

18- The material master is updated after the invoice verification step of the procurement process has been completed.

19- Invoice verification authorizes payment of the invoice to the vendor.

20- Payments must be made automatically through a payment system.

21- The purchasing group can be used to represent a group of buyers, an individual buyer or even an external agency.

22- During Goods Receipt, both FI and material documents are created.

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
F	F	F	F	T	T	T	T	F	T	T	F	T	F	F

16	17	18	19	20	21	22
F	F	T	T	F	T	T

Chapter 5

Choose:

1- Which one of the following combinations of organizational elements is included in the definition of a sales area?

- a. Sales organization, distribution channel, division
- b. Sales organization, company code, division
- c. Client, distribution channel, division
- d. Client, plant, division
- e. Sales organization, distribution channel, plant

2- Which of the following is NOT a typical characteristic of a wholesale channel?

- a. It does not include sales taxes in calculating prices in the US.
- b. It distributes goods directly to consumers.
- c. It requires a minimum volume of purchase.
- d. It offers volume discounts.
- e. It may designate a specific plant or plants from which deliveries are made.

3- Which of the following is NOT a step in the fulfillment process?

- a. Order Entry
- b. Inventory Management
- c. Shipping and Delivery
- d. Vendor Evaluation

4- The fulfillment process begins with:

- a. Customer order receipt
- b. Inventory check
- c. Order fulfillment
- d. Shipping and delivery

5- Which step in the fulfillment process involves generating invoices for the delivered goods or services?

- a. sales order
- b. Inventory Management
- c. Shipping and Delivery
- d. Billing and Invoicing

6- The step in the fulfillment process that involves recording customer payments and updating accounts receivable.

- a. Sales order
- b. Inventory Management
- c. Shipping and Delivery
- d. Payment Processing

7-The organizational data in the fulfillment process includes:

- a. Client and company code
- b. Sales organization and division
- c. Distribution channel and sales area
- d. All of the above

8- The distribution channel determines:

- a. The pricing and discount structures for different customer segments
- b. The geographical regions where products will be sold
- c. The specific location where products are stored and shipped
- d. The department responsible for managing customer orders

9- The division represents:

- a. The process of dividing orders into smaller shipments for delivery
- b. The department responsible for managing customer credit and payments

c. The organizational unit within a company responsible for specific product lines

d. The geographical region where products are manufactured or sourced

10- The shipping point represents:

a. The physical location where products are shipped from

b. The department responsible for managing customer orders

c. The specific point of contact for customer inquiries and support

d. The team responsible for credit control and payment processing

11- The credit control area is responsible for:

a. Determining pricing and discounts

b. Tracking inventory levels

c. Managing customer credit and payments

d. Storing and managing products

12- The organizational data in the fulfillment process includes:

a. Customer and product information

b. Sales and marketing strategies

c. Company code and sales organization

d. Pricing and discount structures

13- All of the following are examples of a shipping point except

a. A rail depot

b. A loading dock

c. A storage rack

d. A mail room

e. A designated group of employees

14- Which master data do companies use to determine the prices of their products?

- a. Price comparison
- b. Pricing conditions
- c. Selling price
- d. Wholesale price
- e. Tax allowances

15- The shipping step concludes with _____

- a. Goods issue
- b. Picking
- c. Packing
- d. Goods receipt
- e. Goods delivery

16- Which of the following organizational levels is NOT relevant to the fulfillment process?

- a. Purchasing organization
- b. Shipping point
- c. Storage location
- d. Sales area
- e. Plant

17- Which of the following organizational levels is associated with a company's product line?

- a. Sales organization
- b. Sales area
- c. Distribution channel
- d. Sales group
- e. Division

18- Output conditions include all of the following types of data except

- a. Output type
- b. Transmission medium
- c. Transmission time
- d. Output mode

19- Which of the following statements regarding the fulfillment process is NOT true?

- a. One delivery document can be created from multiple sales order documents.
- b. An accounting document is created when a goods issue is posted.
- c. A sales order must be created with reference to a quotation.
- d. A quotation can generate multiple sales orders.

20- The step in the fulfillment process where the selected products are prepared for shipment, including packaging and labeling, is known as:

- a. Order confirmation
- b. Order picking
- c. Order packing
- d. Order verification

21- The creation of credit and debit memo happens in which step of the fulfillment process?

- a. sales order
- b. shipping
- c. billing
- d. payment
- e. none of the above

22- In credit management process, the credit is checked when:

- a. Sales order is created or changed.
- b. Delivery is created or changed.
- c. Post goods issue.
- d. a&b
- e. All of the above

23- The outcome of credit management process could be all of the following Except :

- a. warn & continue
- b. error & continue
- c. error & terminate
- d. block delivery

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
A	B	D	A	D	D	D	B	C	A	C	C	C	B	A

16	17	18	19	20	21	22	23
A	E	D	C	C	C	E	B

True and False:

- 1- The fulfillment process often begins when a supplier sends an inquiry.
- 2- A division can be associated with multiple sales organizations.
- 3- The fulfillment process involves all the activities from order placement to product delivery.
- 4- Order picking is the process of preparing products for shipment, including packaging and labeling.

- 5- Order packing involves selecting products from the warehouse shelves for packaging and shipment.
- 6- A sales organization may not have any divisions.
- 7- a shipping point consolidate materials with similar characteristics, where each one is associated with a company's product line.
- 8- Sales organization is responsible for product liability and rights of recourse.
- 9- Storage location is the highest level of aggregation in sales-related reporting.
- 10- A company code could perform business without any sales organizations.
- 11- wholesale sales, retail sales and internet sales all have the same sales strategies and approaches.
- 12- A plant can be assigned to deliver products or services for multiple distribution chains.
- 13- the centralized credit control area is more than one credit control in the enterprise.
- 14- The general data in the fulfillment process is specific to a client.
- 15- Purchasing info-record is intersection data for one customer and one material.
- 16- A customer action that triggers pre-sales activity is purchase order.
- 17- A sales person action that triggers sales order is proposal.
- 18- Two Quotations can not be converted into one Sales order.
- 19- The billing step is triggered by Orders due to delivery.
- 20- One Order can be shipped in multiple deliveries and Multiple orders can be shipped in one delivery .
- 21- After picking has been completed, the materials are placed in where they are packed.

22- The creation of credit memo and debit memo is within the last step of the fulfillment process.

23- Credit management process is used to determine the selling price of the products.

24- One of the outcomes of the credit management process is error&continue.

25- Credit exposure is the sum of open orders, deliveries and open invoices.

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
F	T	T	F	F	F	F	T	F	F	F	T	F	T	F

16	17	18	19	20	21	22	23	24	25
F	T	F	F	T	T	F	F	F	T

Chapter 6

Choose

1- The production process involves the conversion of:

- a. Raw materials into finished products
- b. Finished products into raw materials
- c. Services into products
- d. Inventory into cash

2- What is the first step within the production process?

- a. Authorize production
- b. Order release
- c. Goods issue
- d. Request for production

3- all of the following organizational data is within the production process except:

- a. Client
- b. Company code
- c. Distribution chain
- d. Plant
- e. Storage location

4- What is BOM used for?

- a. Identifies the components needed to make the material
- b. Identifies the price for products
- c. Identifies the location of production processes
- d. Identifies the time of delivery

5- What materials are needed to produce a specified quantity of materials?

- a. Raw material and finished goods.
- b. Raw material and semi-finished goods.
- c. Raw material and trading goods.
- d. semi-finished goods and finished goods.

6- All of the following are similarities of Discrete and repetitive Manufacturing Except:

- a. Tangible products
- b. Manufactured in individual units
- c. could be paint and soft drinks
- d. could be skateboards and bicycles

7- is a location where value work needed to produce a material is carried out

- a. cost center
- b. shipping point
- c. work center
- d. division

8- What data is associated with Work Center?

- a. Basic data
- b. Available capacity
- c. Scheduling
- d. cost center
- e. All of the above

9- Where is the product routing used?

- a. cost center
- b. work center
- c. shipping point
- d. distribution channel

10- What does product routing specify?

- a. Sequence: operations must be carried out
- b. Work center: where they're to be performed
- c. Time: needed to complete them
- d. All of the above

11- A technique that assigns a components in a BOM either to a routing or to a specific operation with in routing.

- a. Purchase order
- b. Product routing
- c. Component Assignment
- d. Production Capability

12- A measure of how many units of a material a plant can produce within a given timeframe

- a. Product routing
- b. Production Capability
- c. Authorize production
- d. Goods issue

13- Movable objects required for production, Shared among different work centers

- a. Material master
- b. stock transfer
- c. Production resource tools
- d. Goods issue

14- After production has been completed and confirmed, the materials produced are placed in finished goods inventory. That means:

- a. Goods issue
- b. Goods receipt
- c. Order release
- d. Confirmations

15- What is the trigger of goods receipt?

- a. Confirmations
- b. Order release
- c. invoice received
- d. payment

16- Identifies the type of material and influences how the material is to be used in the BOM

- a. Material number
- b. Quantity
- c. item category
- d. Status

17- One of the cost estimates in production order is planned cost, which means:

- a. planned cost and actual quantity
- b. actual cost and planned quantity
- c. planned cost and planned quantity
- d. actual cost and actual quantity

18- Inventory between good issue and good receipt inventory is recorded as :

- a. accounts receivable
- b. overhead calculation
- c. work in progress
- d. asset accounting

19- The costs associated with utilities and maintenance and the salary of people such as supervisors and managers who are not directly involved in the production are recorded as:

- a. work in progress
- b. accounts payable
- c. settlement
- d. overhead calculation

20- The Confirmation step in the production process is triggered by:

- a. order release
- b. completion of production
- c. invoice verification
- d. payment

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
A	D	C	A	B	C	C	E	B	D	C	B	C	B	A

16	17	18	19	20
C	C	C	D	B

True and false:

- 1- Repetitive manufacturing is the production of materials such as paint and soft drinks and they can not be counted.
- 2- Discrete and process manufacturing both are manufactured in individual units.
- 3- In discrete manufacturing the company produces different materials over time in batches.
- 4- Organizational data in the production process are Client, Cc, storage location and shipping point.
- 5- Cost center identifies the components that are necessary to produce a material.
- 6- BOMS can be single level or multi level.
- 7- In the status of BOM structure, an active BOM can be used in the production process but inactive BOM can not.
- 8- Each plant can not have a different BOM.
- 9- In item category, a stock item does not have material master.
- 10- A work center is a location where costs are incurred.
- 11- Cost center data is associated with a work center.

- 12- Available capacity defines how much work can be performed at the work center during a specific time.
- 13- Product routing is the steps necessary to produce a material.
- 14- Production Capability is a technique that assigns components in a BOM to a routing or to specific operation within routing.
- 15- Fulfillment Capability is a measure of how many units of a material a plant can produce within a given timeframe.
- 16- Production resource tools are movable resources that are shared among different work centers.
- 17- Request for production are usually triggered from another process but they can not be created manually.
- 18- Authorize production step is triggered with planned order: create production order.
- 19- Authorize production step is triggered without planned order: create production process.
- 20- Target cost is planned cost for actual quantity.
- 21- In Order release if no time is needed between creation and release for preparation, then the release occurs manually.
- 22- Goods issue is triggered by confirmation.
- 23- Goods receipt is triggered by order release.
- 24- Overhead calculation is the cost which is directly associated with the production.
- 25- Inventory between good issue and good receipt is recorded as work in progress.
- 26- In settlement we settle the difference between planned cost and actual cost.

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
F	F	T	F	F	T	T	F	F	F	T	T	T	F	F

16	17	18	19	20	21	22	23	24	25	26
T	F	F	T	T	F	F	F	F	T	T