



IIS - Term Revision - May 2019 - Final Version 2019

Information Systems Security (Arab Academy for Science, Technology & Maritime Transport)



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| <p style="text-align: center;">Chapter (4)</p> <p style="text-align: center;">Multiple Choices - Based Questions</p> |
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1) Which is not a type of organizational data utilized in the procurement process?

- | | | |
|-----------------|----------------------------|------------------------|
| a. Client | c. Storage Location | e. Manufacturing Plant |
| b. Company Code | d. Purchasing Organization | |

2) Which is not an organizational level in the procurement process?

- | | | |
|------------------------|------------------|----------------------------|
| a. Storage Location | d. Vendor | g. Company Code |
| b. Client | e. Plant | h. Purchasing Group |
| c. Credit Control Area | f. Purchase Area | i. Purchasing Organization |

3) Which of the following are organizational elements in purchasing?

- | | | | | |
|-------------------|-----------------|------------|--------------|----------|
| a. Shipping point | b. Company code | c. Vendors | d. Materials | e. Plant |
|-------------------|-----------------|------------|--------------|----------|

4) Which of the following are organizational elements in purchasing?

- | | | |
|-----------------------|-----------|---------------------|
| a. Sales organization | c. Plant | e. Storage location |
| b. Purchasing area | d. Vendor | |

5) What is a storage location?

- a. The place where raw materials are received
- b. The place within a plant where materials are kept / stored until they are needed
- c. The place where materials are collected for staging and inspection
- d. The place within a plant where machines are installed for production purposes
- e. The place within a plant where finished goods are kept for sale

6) Which organizational element controls the entry of accounting data in the vendor master?

- | | | |
|----------------------------|----------------------|----------------------|
| a. Purchasing organization | c. Company Code | e. Both (A) and (B). |
| b. Client | d. Both (B) and (C). | |

7) A purchasing organization is involved in all of the following operations except

- | | |
|---|---|
| a. Negotiating contracts and agreements | b. Negotiating pricing with vendors |
| c. Evaluating and identifying vendors | d. Determining storage locations within plant |

8) Which is not a model of the purchasing organization?

- | | | | | |
|---------------------|------------------|-----------------|----------------|----------------|
| a. Enterprise level | b. Company level | c. Client level | d. Plant level | e. Cross-plant |
|---------------------|------------------|-----------------|----------------|----------------|

9) Within the plant-level purchasing organization,

- a. Each plant has its own purchasing organization
- b. One purchasing organization is responsible for multiple plants
- c. Only one purchasing organization for all plants
- d. One purchasing organization is responsible for all company codes in the enterprise
- e. Two or more purchasing organizations are responsible for each plant

10) A purchasing group is responsible for all of the following except:

- | | |
|-----------------------------------|---|
| a. Creating purchase requisitions | b. Negotiating contracts and agreements |
|-----------------------------------|---|

- c. Requesting quotations from vendors
- d. Creating and monitoring purchase orders
- e. Planning for material requirements

11) Which of the following statements about purchasing organizations (P Org) are correct?

- a. They negotiate conditions of purchase with vendors
- b. They can purchase only for one company
- c. They can purchase for multiple plants
- d. They can purchase for multiple plants, but they must be within the same company code
- e. They identify a buyer or a group of buyers

12) Which is not one of the data types relevant to the purchasing process?

- a. Material master
- b. Vendor master
- c. Sales master
- d. Purchasing info records
- e. Conditions

13) Which of the following document types is not utilized during the Purchasing process?

- a. Material documents
- b. FI documents
- c. CO documents
- d. Picking document
- e. Invoice

14) The key data in the purchasing view of the material master are:

(!!!)

- a. The purchasing organization, the goods receipt processing time, and the delivery tolerances
- b. The purchasing group, the goods receipt processing time, and the delivery tolerances
- c. The purchasing group, the invoice, and the delivery tolerances
- d. The purchasing group, the material master, and the delivery tolerances
- e. The price, the storage location, and the delivery date

15) Data in the vendor master are grouped into which 3 segments?

- a. General data, storage data, and purchasing data
- b. General data, storage data, and inventory data
- c. Storage data, accounting data, and purchasing data
- d. Storage data, accounting data, and pricing data
- e. General data, accounting data, and purchasing data

16) General data in a vendor master contain all of the following except:

- a. Name
- b. Address
- c. Communication
- d. Payment terms and methods
- e. Search term

17) Which is an intersection or combination of material data and vendor data?

- a. Condition type
- b. Purchasing info record
- c. Stock transfer
- d. Third-party order
- e. Search term

18) Which item would you use to have your vendor ship goods directly to your customer?

- a. Third-party
- b. Stock transfer
- c. Standard
- d. Transfer posting

19) Materials acquired to be used within the organization are:

(!!!)

- a. Stock materials
- b. Transfer materials
- c. Vendor materials
- d. Consumable materials
- e. None of the above

20) Which account assignment category is used when the company acquires a fixed asset?

- a. Cost center
- b. Asset
- c. Order
- d. Sales order
- e. Project

21) When purchasing consumable material, which is used as account assignment object?

- a. Cost center
- b. Purchasing organization
- c. Production order
- d. Asset
- e. Sales order
- f. Stock account

22) Which of the following are account assignment categories?

- a) Asset
- b) Order
- c) Cost center
- d) Sales order
- e) Project

23) Which data are included in the items section of a FI document?

- a. Document number
- b. Account
- c. Storage location
- d. Document date
- e. Document currency

24) Which of the following statements about a plant is not true?

- a. A plant can be assigned to more than one company code
- b. A company code can have more than one plant
- c. A plant is a key organizational element in purchasing
- d. Plant can be assigned to only 1 company code
- e. A plant must have at least one storage area

25) Which goods movements need not involve a physical movement of materials?

- a. Goods receipt
- b. Goods issue
- c. Stock transfer
- d. Transfer posting
- e. None of the above (all involve physical movement of materials)

26) Which requirement determination process involves creating the requisition?

- a. Data
- b. Task
- c. Trigger
- d. Outcomes
- e. None

27) A company uses which item to select a vendor from a list of potential suppliers? (!!!)

- a. Source list
- b. Company code
- c. Vendor master
- d. Material master
- e. None of the above

28) Which item is included in the header of a purchase order?

- a. Order quantity
- b. Vendor
- c. Delivery date
- d. Price
- e. None

29) Which element of a purchase order includes communicating with the vendor?

- a. Trigger
- b. Data
- c. Task
- d. Outcome
- e. None

30) SAP utilizes which media to communicate with a vendor? (!!!)

- a. Web services
- b. EDI
- c. Fax
- d. Print
- e. All

31) SAP utilizes which media to communicate with a vendor? (!!!)

- a. Print
- b. E-mail
- c. EDI
- d. Web services
- e. Fax

32) Which of the following is a form of data within the goods receipt step?

- a. Material ordered
- b. Quantity delivered
- c. Verification
- d. Storage location
- e. All of the above

33) Which of the following is a form of invoice verification?

- a. Three-way match
- b. Quality management
- c. Inspection lot
- d. Warehouse management
- e. None of the above

34) Which document is required for the invoice verification step of the procurement process?

- a. Vendor invoice
- b. Purchase requisition
- c. Purchase order
- d. Material document
- e. Material master

35) Which are consequences of the invoice verification step of the procurement process?

- a. A material document is created
- b. An accounting document is created
- c. The purchase order history is updated
- d. G/L accounts are updated
- e. The sales order is updated

36) Which of the following data are needed for invoice verification?

- a. Company code
- b. Purchase order
- c. Material document
- d. Invoice
- e. User input

37) Which element of the payment step includes selecting a bank?

- a. Trigger
- b. Data
- c. Outcome
- d. Task
- e. None of the above

38) Which facilitates the integration between vendor master data and financial accounting?

- a. Vendor account number
- b. Reconciliation account
- c. Accounts payable number
- d. Material number
- e. Accounts receivable number

39) Purchasing information systems are a component of which system?

(!!!)

- a. Logistics information systems
- b. Business intelligence systems
- c. Financial information systems
- d. Human resource information systems

40) A purchase order can be sent to which of the following?

- a. A vendor
- b. A customer
- c. A plant
- d. A purchasing organization
- e. A purchasing group

41) Data for source determination are obtained from:

- a. A purchase order
- b. Purchase info records
- c. A source list
- d. Contracts and agreements
- e. The vendor master record

42) Which of the following statements about storage locations are true?

- a. A storage location must be assigned to a plant
- b. A storage location can be assigned to more than one plant
- c. A client can have more than one storage location
- d. A plant can have more than one storage location
- e. A storage location can hold only materials with a stock status of unrestricted use

43) Which of the following are master data that are related to the purchasing process?

- a. Material master
- b. Vendor master
- c. Vendor info records
- d. Purchasing organization
- e. Customer master

44) Which of the following are methods of valuing materials?

- | | | |
|-------------------|---------------------------|------------------|
| a. Actual price | c. Purchasing price | e. Selling price |
| b. Standard price | d. Moving (average) price | |

45) Which G/L accounts are impacted by the goods receipt step of the procurement process?

- | | |
|----------------------|--|
| a. Accounts payable | b. Goods receipt / invoice receipt account |
| c. Inventory account | d. Vendor account |
| | e. Bank account |

46) Which G/L accounts are impacted by the invoice verification step of procurement?

- | | |
|----------------------|--|
| a. Accounts payable | b. Goods receipt / invoice receipt account |
| c. Inventory account | d. Vendor account |
| | e. Bank account |

47) Data from which of the following sources are automatically included in a purchase order?

- | | | |
|---------------------------|--------------------|----------------------------|
| a. Vendor info record | c. Material master | e. Purchasing organization |
| b. Purchasing info record | d. Vendor master | |

48) Which of the following are material types? (!!!)

- | | | |
|-------------------------|--------------------------|---------------------------|
| a) Consumable material. | c) Packaging. | e) Non-valuated material. |
| b) Raw material. | d) Consignment material. | |

49) Materials designated as _____ can be withdrawn only for sampling or for scrap.

- | | | |
|--------------------------|----------------------|-------------------------|
| a. Goods movement | c. Blocked stock | e. Purchase info record |
| b. In-quality inspection | d. Material document | |

50) Material documents consist of header and items section. Which is included in the items section?

- | | | |
|--------------------|---------------------|------------------|
| a. Document number | c. Material number | e. Document date |
| b. Movement type | d. Storage location | |

51) A purchase order can be created with reference to which of the following?

- | | | |
|-------------------------|-------------------------|----------------|
| a. Purchase order | c. Purchase info record | e. Sales order |
| b. Purchase requisition | d. RFQ | |

52) Which are consequences of the goods receipt step in the procurement process?

- | | |
|--|-----------------------------------|
| a. A material document is created | d. The document flow is updated |
| b. An accounting document is created | e. The material master is updated |
| c. The purchase order history is updated | |

53) Which of the following are key documents in purchasing?

- | | | |
|-----------------------|-------------------|------------|
| a) Material documents | c) CO documents | e) Invoice |
| b) FI documents | d) Purchase order | |

54) Which organizational data are required when creating a purchase requisition?

- | | | |
|-----------------------|----------------------------|---------------------|
| a. Sales organization | c. Storage location | e. Purchasing group |
| b. Company code | d. Purchasing organization | |

55) Which organizational data are required when creating a purchase order?

- | | | |
|-------------------------|--------------|-------------------|
| a. User input | c. RFQ | e. Purchase order |
| b. Purchase Requisition | d. Quotation | |

56) Which steps are involved in converting a purchase requisition into a purchase order?

- | | | |
|-------------------------------|--------------------------|--------------|
| a. Source list | c. Storage location | e. Quotation |
| b. Outline purchase agreement | d. Request for quotation | |

57) Which transaction documents are included in a purchase order?

- | | | | | |
|----------------|--------|--------------|---------------|-----------|
| a) Requisition | b) RFQ | c) Quotation | d) Conditions | e) Vendor |
|----------------|--------|--------------|---------------|-----------|

58) What are the stock types (statuses) utilized in purchasing, based on usability of materials?

- | | | |
|---------------------|---------------------|------------------|
| a. Unrestricted use | c. Stock on order | e. Blocked stock |
| b. Stock in transit | d. Stock in storage | |

59) Which of the following tasks are performed during the payment step?

- | | |
|--------------------------------|-----------------------------------|
| a. Selecting method of payment | d. Verifying an invoice |
| b. Updating master data | e. Calculating the payment amount |
| c. Selecting invoice items | |

60) To complete a vendor payment, which of the following types of data must be included on the vendor master?

- | | | |
|-------------------|--------------------|-----------|
| a. Payment terms | c. Date | e. Amount |
| b. Payment method | d. Payment address | |

61) Which organizational processes interact with procurement?

- | | | |
|-----------------------|--------------------------|-------------------------|
| a. Project management | c. Fulfillment (sales) | e. Financial accounting |
| b. Material planning | d. Management accounting | |

62) Standard reporting tools in the transaction system are used to generate which of the following?

- | | | | |
|------------------|-----------------|---------------|--------------------|
| a. Picking lists | b. Online lists | c. Work lists | d. Inventory lists |
|------------------|-----------------|---------------|--------------------|

63) A raw material just arrived from one of your vendors. You perform a GR with reference to the Purchase Order (PO). Which of the following are not effects of this receipt?

- | | |
|---------------------------------------|---|
| a. Update quantity in material master | d. Debit stock account for a stock item |
| b. Debit GR/IR account | e. Price variances posted |
| c. Transport request if WM activated | |

64) The difference between direct and indirect purchase requisitions (PR) is: (!!!)

- | |
|---|
| a. Direct PR is created manually and then converted into an indirect PR |
| b. Indirect PR is created manually by the user whereas direct PR is created automatically by a system |
| c. Direct PR is created manually by the user whereas indirect is created automatically by a system |
| d. Direct PR is automatically converted to PO whereas indirect PR is converted manually |

65) Which of the following are correct regarding Master Data Records in an ERP system?

- a. Eliminates the need for data conversion
 b. Allows for data redundancies
 c. Master data information is organized into views
 d. Supports execution of key business processes
 e. Is used long-term in the SAP System

66) A Goods Receipt posting that is subject to Warehouse management will produce a _____ in addition to Material and Accounting documents

- a. Transfer requirement
 b. Warehouse requirement
 c. Stock transfer
 d. Transfer order
 e. Storage order
 f. Warehouse order

67) A customer Service order is created in SAP ERP Customer Service. External operations for services are created for this order. What document is created when this customer service order is saved or released?

- a. A purchase order
 b. A customer's invoice
 c. A purchase requisition
 d. A service entry sheet
 e. Service acceptance document

68) Which of following organizational data appear in the header of a Purchase Order?

- a. Purchasing Organization
 b. Company Code
 c. Plant
 d. Storage Location
 e. Purchasing Group

| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 |
|---|--------|--------|--------|---|---|---|---|---|----|------------------|----|----|----|----|----|----|----|----|----|
| E | C D | B E | C E | B | D | D | C | A | B | A B C E | C | D | B | E | D | B | B | D | B |

| 21 | 22 | 23 | 24 | 25 | 26 | 27 | 28 | 29 | 30 | 31 | 32 | 33 | 34 | 35 | 36 | 37 | 38 | 39 | 40 |
|------------------|-----------------------|----|----|----|----|----|----|----|----|-----------------------|----|----|-------------|-------------|------------------|----|----|----|--------|
| A C D E | A B C D E | B | A | D | B | A | B | D | E | A B C D E | E | A | A C D | B D C | B C D E | D | B | A | A C |

| 41 | 42 | 43 | 44 | 45 | 46 | 47 | 48 | 49 | 50 | 51 | 52 | 53 | 54 | 55 | 56 | 57 | 58 | 59 | 60 |
|-------------|-------------|-------------|--------|--------|-------------|-------------|------------------|--------|-------------|-------------|------------------|-----------------------|-------------|------------------|--------|-------------|-------------|-------------|-------------|
| B C D | A C D | A B C | B D | B C | A B D | B C D | A B C E | B C | B C D | A B D | A B C E | A B C D E | B D E | B C D E | D E | A B C | A B E | A C E | A B D |

| 61 | 62 | 63 | 64 | 65 | 66 | 67 | 68 |
|------------------|--------|------------------|----|-------------|----|----|-------------|
| A B C D | B C | A B D E | C | C D E | A | C | A B E |

| | | | | | | | |
|---|--|--|--|--|--|--|--|
| E | | | | | | | |
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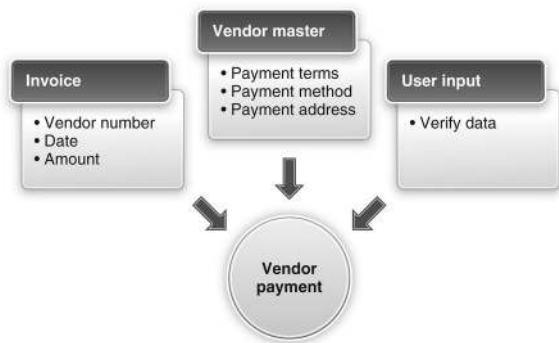
Chapter (4)

True / False - Based Questions

- 1)The procurement process includes all of the tasks involved in acquiring needed materials.
- 2)Within the production process, the issuing of raw materials takes place in the warehouse.
- 3)Excess supply will result in lower inventory costs.
- 4)A company code is the highest organizational level in SAP ERP.
- 5)A client represents each company within an enterprise.
- 6)Material master are organizational elements that performs multiple functions and is relevant to several processes.
- 7)A plant can be a factory, a warehouse, a regional distribution center, or a service center.
- 8)The material master is the most commonly used organizational data in an enterprise.
- 9)The material master includes a large amount of data because it is used in numerous processes.
- 10)Materials are categorized into different material types based on the way they are used in the firm's operations.
- 11)The four most common material types are raw materials, semi-finished goods, finished goods, and exported goods.
- 12)Raw materials (ROH) are purchased from external source (vendor) and used in production process.
- 13)Storage locations are places within a plant where materials are kept until they are needed.
- 14)There can only be one storage location within a plant.
- 15)A storage location is a key organizational element in purchasing.
- 16)A purchasing organization is involved only in negotiating prices with vendors
- 17)There are 3 models of purchasing organizations: enterprise, company, and plant-level.
- 18)The enterprise-level purchasing organization is also known as the cross-company code purchasing organization.
- 19)The company-level purchasing organization is the most centralized model.
- 20)The enterprise-level purchasing organization is the most centralized model.
- 21)A plant can belong to more than one company code.
- 22)The decentralized model of purchasing organizations is plant-specific purchasing organization.

- 23)A purchasing group is an internal group responsible for executing the procurement process.
- 24)A purchasing organization is an individual or a group of individuals who are responsible for purchasing activities for a material or group of materials.
- 25)Vendor master data include the data needed to conduct business with a vendor and to execute transactions related to the procurement process.
- 26)The method used to value material is defined in the material master.
- 27)Different material types have different required material views.
- 28)General data related to a vendor are accessible to all company codes in a client.
- 29)Purchasing data related to a vendor are accessible to all purchasing organizations.
- 30)Material master data can be defined differently for different organizational levels.
- 31)A purchasing info record is an intersection or combination of material and accounting data.
- 32)Accounting data related to a vendor are accessible to all clients in a company code.
- 33)Item categories in a purchase order determine the process steps used to procure materials.
- 34)Consumable materials are acquired to be used within an organization.
- 35)When purchasing consumable materials, an account assignment category and specific account assignment objects must be provided when the purchase order is created.
- 36)A goods movement is not required when changing the status of material from “in quality inspection” to “unrestricted use”.
- 37)A plant-to-plant movement of goods does not generate an accounting document.
- 38)A goods receipt can't be accomplished without a movement type.
- 39)A stock transfer does not involve a change in storage location.
- 40)A transfer posting changes the stock status of a material and need not involve a physical movement of goods.
- 41)A goods movement is a transaction that causes a change in stock value or status.
- 42)Materials can't be moved from one company code to another because each company code uses a different set of books.
- 43)A transfer posting is used to move materials from one storage location to another.
- 44)A transfer posting does not generate a material document.
- 45)Requirements for materials must be created manually.
- 46)The data needed to create a purchase requisition are item category, quantity, desired delivery date, and desired delivery location or receiving plant.

- 47) A requisition represents a legal obligation to make the purchase.
- 48) The header of purchase order contains purchase order number, vendor, currency, dates, and payment terms.
- 49) SAP can't utilize any media except Web services to communicate a purchase order to a vendor.
- 50) The primary task of the order processing step is to create and send the purchase order to the vendor.
- 51) The material master is updated after the invoice verification step of the procurement process has been completed.
- 52) The material master is updated after the goods receipt step of the procurement process has been completed.
- 53) Invoice verification authorizes payment of the invoice to the vendor.
- 54) Payments must be made automatically through a payment program.
- 55) Electronic payments are sent automatically.
- 56) Work lists display lists of master data and documents generated during the execution of a process.
- 57) Procurement is the only action of buying materials.
- 58) Purchasing is a part of the procurement process.
- 59) Organizational Data is an essential data type needed to produce the Purchase Requisition.
- 60) Vendor Invoice, Purchase Order and Material Document are the essential / typical data types needed in the Invoice Verification Step.
- 61) Organizational Data is an essential data type needed to produce the Purchase Requisition.
- 62) In the Goods Receipt Step, the most typical / essential data is the Organizational Data.
- 63) In the Vendor Payment step, the most essential data is the Vendor Material Information Record.



| # | Solution |
|----|---|
| 1 | T |
| 2 | T |
| 3 | F - Higher |
| 4 | F - Client |
| 5 | F – Company Code |
| 6 | F - Plant |
| 7 | T |
| 8 | F – Master Data |
| 9 | T |
| 10 | T |
| 11 | F – Trading Goods |
| 12 | T |
| 13 | T |
| 14 | F - A <u>plant</u> must have at <u>least one storage location</u> . A <u>storage location</u> can belong to <u>only one plant</u> . |
| 15 | T |
| 16 | F – Purchasing Organization is responsible for ⁽¹⁾ <u>identifying and selecting vendors</u> , ⁽²⁾ <u>negotiating the purchase general conditions and contracts</u> , and ⁽³⁾ <u>determining prices</u> |
| 17 | T |
| 18 | T |
| 19 | F - <u>Enterprise-Level</u> |
| 20 | T |
| 21 | F – Only One CC. |
| 22 | T |
| 23 | F – The purchasing group refers to the <u>buyer / buyers</u> responsible for <u>certain materials</u> , who can be <u>internal to the company or external</u> . |

| | |
|--------|--|
| 2 4 | F – Purchasing Group |
| 2 5 | T |
| 2 6 | T |
| 2 7 | T |
| 2 8 | T |
| 2 9 | F - General |
| 3 0 | T |
| 3 1 | F – Purchasing Information Record is a <u>one information record</u> that <u>relates / combines</u> vendor and material data. |
| 3 2 | F - Accounting data are maintained separately for each company code with which the vendor had dealings. |
| 3 3 | T |
| 3 4 | T |
| 3 5 | T |
| 3 6 | F – Good Movement refers to the <u>transaction</u> that causes a <u>change in stock</u> (value or status). |
| 3 7 | F - Generates |
| 3 8 | T |
| 3 9 | F – Stock Transfer involves the <u>physical movement</u> of materials between the <u>storage locations</u> whether from Plant to Plant, Company Code to Company Code, or from Sloc to Sloc (Source Line of Codes). |
| 4 0 | T |
| 4 1 | T |
| 4 2 | F |
| 4 3 | F – Goods Movement |
| 4 4 | F – Transfer Posting results in changing the <u>material stock type / status</u> , which may or may not involve the physical movement from one location to another. It involves generating a material document. |
| 4 5 | F – Manually or Automatically |
| 4 6 | T |
| 4 7 | F – The <u>Purchase Order</u> (PO) is the <u>formal communication</u> to a vendor. It represents a <u>legal commitment to purchase</u> the indicated materials under the stated terms. |
| 4 8 | T |
| 4 9 | F |
| 5 0 | T |

e. It may designate a specific plant or plants from which deliveries are made

5) A sales area is a unique combination of which of the following elements?

- a. Client
- b. Company code
- c. Sales organization
- d. Distribution channel
- e. Division

6) In the fulfillment process, a plant is

- a. A manufacturing facility only
- b. A facility from which the company provides after-sales support
- c. A facility from which the company delivers only services to its customers
- d. A storage area
- e. A facility from which the company delivers products and services to its customers

7) Which of the following can serve as an example of a plant?

- a) A manufacturing facility
- b) An office building
- c) A shipping point
- d) A distribution channel
- e) A storage facility

8) Material master data relevant to fulfillment are defined for which organizational level?

- a) Client
- b) Distribution channel
- c) Plant
- d) Sales organization
- e) Shipping point

9) Which of the following material master data views are used in fulfillment?

- a) Basic data
- b) Client data
- c) Sales organization data
- d) Warehouse data
- e) Sales plant data

10) Material master data in a delivery document consist of which of the following?

- a) Material description
- b) Unit of measure
- c) Quantity
- d) Weight
- e) Billing date

11) Which one of the following are examples of sales units?

- a) Cartons
- b) Data
- c) Crates
- d) Barrels
- e) Cases

12) The data in the customer master are divided into the following three segments:

- a. Plant data, accounting data, and sales area data
- b. General data, financial data, and sales zone data
- c. General data, accounting data, and shipping area data
- d. Client data, accounting data, and sales zone data
- e. General data, accounting data, and sales area data

13) The three segments into which the data in the customer master are divided are _____

- a) Financial accounting data
- b) Sales area data
- c) Management financial data
- d) General data
- e) Basic data

14) Which of the following departments are responsible for data in a customer master?

- a) HR
- b) Accounting
- c) Sales
- d) Information Technology
- e) Purchasing

15) What are the partner functions that customers can play in the fulfillment process? (!!!)

- | | | |
|-----------------|-----------------|---------|
| a)Sold-to party | c)Ship-to party | e)Payer |
| b)Bill-to party | d)Receiver | |

16)Organizational data in a sales order include which of the following?

- | | | |
|-----------------|----------------|---------------------------|
| a)Shipping data | c)Company code | e)Purchasing organization |
| b)Client | d)Sales area | |

17)Organizational data in a delivery document consist of which of the following?

- | | | |
|----------------|------------------|------------------|
| a)Client | c)Quantity | e)Shipping point |
| b)Company code | d)Schedule lines | |

18)The customer credit management process assesses whether credit should be granted when:

- | | |
|--|-------------------------------------|
| a)A sales order is created or changed | b)Delivery is authorized or changed |
| c)Invoices are created or changed | |
| d)The post goods issue step is performed during shipping | |

19)The fulfillment process is integrated with which other processes?

- | | |
|--------------------|-------------------------|
| a)Asset management | c)Production |
| b)Project systems | d)Management accounting |

20)Information structures are used to generate which of the following?

- | | |
|-------------------------|---------------------|
| a)User-defined analysis | c)Rigid analysis |
| b)Flexible analysis | d)Standard analysis |

21)All of the following are key organizational elements in the fulfillment process except

- | | | |
|----------------|--------------|-------------|
| a.Client | c.Sales area | e.Warehouse |
| b.Company code | d.Plant | |

22)Which of the following statements regarding work lists are true?

- a)They identify tasks that are ready for completion.
- b)They contain a list of orders that are scheduled to be shipped by a specific date.
- c)They generate lists of documents associated with specific master data.
- d)They consist of standard and rigid analyses

23)Which organizational elements are 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 | |

24)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 | | | |

25)All of the following are key organizational elements for which material master data are defined for the fulfillment process except

- | | | |
|----------|------------------------|---------|
| a.Client | b.Distribution channel | c.Plant |
|----------|------------------------|---------|

d. Sales organization

e. Shipping point

26) Which material master data views is relevant to the fulfillment process?

- a. Basic data, sales organization data, sales plant data
- b. Basic data, company data, sales plant data
- c. Basic data, sales organization data, client data
- d. Client data, sales area data, sales plant data
- e. Basic data, sales area data, warehouse data

27) 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

28) Which action triggers sales order processing in the fulfillment process?

- a. Delivery of goods to the customer
- b. Receipt of goods from a vendor
- c. Receipt of a customer purchase order
- d. Receipt of payment from customer
- e. Picking goods for shipment

29) What is the final step in the fulfillment process?

- a. Delivery of goods to the customer
- b. Receipt of payment from the customer
- c. Receipt of a customer purchase order
- d. Receipt of goods from a vendor
- e. Picking goods for shipment

30) Which represents the correct order of process steps for the fulfillment process?

- a. Sales order processing , pre-sales activity, inventory sourcing, shipping, billing, payment
- b. Sales order processing, pre-sales activity, inventory sourcing, billing, billing, payment
- c. Pre-sales activity, payment, sales order processing, inventory sourcing, shipping, billing
- d. Pre-sales activity, sales order processing, shipping, billing, inventory sourcing, payment
- e. Pre-sales activity, sales order processing, inventory sourcing, shipping, billing, payment

31) Which of the following types of data is NOT included in a quotation?

- a. Material master
- b. Customer-material info records
- c. Customer master
- d. Vendor master
- e. Pricing conditions

32) Which of the following types of data is NOT included in a billing document?

- a. Data from the customer master
- b. Data from the sales order
- c. Data from the delivery document
- d. Organizational data
- e. Pricing conditions

33) The shipping step concludes with _____

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

34) 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

35) 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

36) Which organizational level is associated with distributing materials to a customer?

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

37) Output conditions include all of the following types of data except:

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

(!!!)

38) Which of the following statements regarding customer master data is NOT true?

- a.They contain data that are needed to make postings in FI.
- b.They are valid for a specific sales area.
- c.They include data that are stored at the client level.
- d.They include data that are needed to make postings in CO.

39) 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.

40) Which of the following is NOT a key step in the fulfillment process?

- a. Sales order processing c. Shipping e. Pre-sales activity
b. Inventory sourcing d. Invoice verification

41)Pre-sales activity includes all of the following except

- a.Customer inquiries c.Mailing campaigns e.Tracking customer contacts
b.Quotations d.Customer purchase orders

42) What document is NOT created during the billing step of the fulfillment process if profitability analysis is active?

- a. An invoice
b. An FI document
c. A material document
d. A CO document

43) Which is not taken into consideration when determining a customer's credit exposure?

- a.open orders
b.scheduled deliveries
c.open invoices
d.current purchase orders

44) The fulfillment process is integrated with all of the following processes except

- a. Procurement
- b. Inventory and warehouse management
- c. Asset management
- d. Material planning

45) Which reporting options does SAP ERP system support?

- a. Online lists b. Work lists c. Analytics d. All of the above

46)A colleague has asked you to explain availability checks in sales order processing. You include which of the following in your explanation of availability checks? (!!!)

- a. Availability checks can be required via the material master record

(!!!)

- b. An availability check is carried out when the sales order is released
- c. Availability checks can be required via customizing
- d. There is no way from within the sales order to determine what quantities are checked to determine availability
- e. The system can check other plants for a material
- f. Backward scheduling is used to determine whether a material will be available

47)In SAP ERP, Sales Order Management Process, a billing document is created. When a billing document is saved, in SAP ERP, what integration points occur?

- a. On hand inventory is decreased.
- b. Actual demand is reduced.
- c. An open item is posted on the customer's account.
- d. Revenue is increased.
- e. The customer's credit account is updated.

48)Which of the following steps in the shipping process will take place if warehouse management is active?

- a. Printing of the transfer order
- b. Picking and confirming
- c. Posting a goods issue
- d. Packing

49)Which of the following are functions of the Plant in Sales Order Management?

- a. Is used to determine shipping point
- b. Can be assigned to more than one sales organization
- c. Represents the location from which you distribute goods or services
- d. Is used to determine transportation planning point

50)Which of the following will you say are true of sales areas?

- a. Can be assigned to more than one company code
- b. To select master data when processing sales orders
- c. Can sell for only one plant
- d. Select prices and discounts
- e. Defines the distribution channel a sales organization uses to sell products from a given division

51)Which of the following statements correctly describe schedule lines in SAP ERP? (!!!)

- a. Contains delivery quantities and delivery dates.
- b. The same schedule line can belong to multiple sales line items.
- c. Partial deliveries are represented by multiple schedule lines.
- d. The schedule line determines if a sales line item is free of charge.

52)Reference Document for a Quotation include:

- a)Customer Inquiry.
- b)Sales Order.
- c)Quotation (Previous + Current).
- d)Agreements / Contracts.

| | | | | | | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|----|----|----|----|----|----|----|----|----|----|----|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 |
| A | A | B | A | C | E | A | A | A | A | A | E | A | B | A | B | A | A | B | B |
| B | C | | C | D | | B | B | C | B | C | | B | C | B | C | B | B | C | D |
| D | E | | D | E | | E | C | E | D | D | | D | | C | D | E | D | D | |

| | | | | | | | | | | | | | | | | | | | |
|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|
| 21 | 22 | 23 | 24 | 25 | 26 | 27 | 28 | 29 | 30 | 31 | 32 | 33 | 34 | 35 | 36 | 37 | 38 | 39 | 40 |
| E | A | A | C | E | A | B | C | B | E | D | E | A | A | E | C | D | D | C | D |
| | B | | | | | | | | | | | | | | | | | | |

| | | | | | | | | | | | |
|----|----|----|----|----|----|----|----|----|----|----|----|
| 41 | 42 | 43 | 44 | 45 | 46 | 47 | 48 | 49 | 50 | 51 | 52 |
| D | C | D | C | D | A | C | A | A | B | A | A |
| | | | | | C | D | B | B | D | C | B |
| | | | | | E | E | D | C | E | | C |
| | | | | | F | | | | | | D |

Chapter (5)
True / False - Based Questions

- 1) Fulfillment is a module.
- 2) Organizational elements essential to the fulfillment process include client, company code, sales area, and plant.
- 3) A company code is divided into several sales organizations, each of which is responsible for the sale and distribution of goods and services for a particular geographical area.
- 4) A sales organization is responsible for negotiating terms and conditions of sales for a particular market.
- 5) A company code must have at least two sales organizations.

- 6)A distribution channel is the means by which a company delivers its goods and services to its customers, where it differentiates between wholesale, retail, and Internet sales strategies.
- 7)A sales organization must have at least two divisions.
- 8)A sales area can be assigned to only one company code.
- 9)In the case of products, a plant is typically an office building.
- 10)A shipping point is a location in a plant at which inbound deliveries are received.
- 11)A plant must have at least one shipping point, which must be physically located in that plant.
- 12)Sales plant data include details on how the material will be shipped from the plant.
- 13)Customer master data include data needed to conduct business with customers and to execute transactions that are related specifically to the fulfillment process.
- 14)A customer-material information record is comprised of master data specific to one customer and one material.
- 15)Pre-sales activity is often triggered by a communication from a customer such as a purchase order.
- 16)An inquiry is a request for information regarding a potential order that the customer places with the company.
- 17)The final step in the fulfillment process is the receipt of payment from the customer.
- 18)Customer master data are used in the fulfillment process for generating an invoice for materials or services.
- 19)In addition to the organizational data, material master data is necessary in the payment step.
- 20)Open items are items in the payment step for which payment from the customer has been received.
- 21)The fulfillment process acts as a stand-alone process and cant be integrated with other processes within an organization.
- 22)A sales area can be assigned to multiple company codes.
- 23)A distribution channel can be assigned to multiple company codes.
- 24)A distribution channel can be assigned to multiple sales areas.
- 25)A sales area can have many distribution channels.
- 26)A sales organization is used to divide a market based on geographic characteristics.
- 27)A one-to-many relationship exists between a sales area and plants.
- 28)A customer info record is an intersection of customer data and sales data.
- 29)A quotation can result in multiple sales orders.

- 30) Multiple quotations can be combined to create one sales order.
- 31) A line item in a sales order can include multiple schedule lines. (!!!)
- 32) Multiple orders can be combined into one delivery if certain conditions are met.
- 33) In the billing document, the most essential / typical and distinguishing information is the Organizational Data and Transactional Data.
- 34) In the billing document, the contractual information are materialized.
- 35) The most important / typical / essential data in the Quotation is the Material Master and User Input.
- 36) The most typical data type for the Sales Order is the Organizational, Master and User Input Data.

| # | Solution |
|----|--|
| 1 | F – Process |
| 2 | T |
| 3 | T |
| 4 | T |
| 5 | F - One |
| 6 | T |
| 7 | F - A sales organization must have at least one distribution channel and at least one division |
| 8 | T |
| 9 | F - Factory |
| 10 | F – Outbound Logistics are Shipped. |
| 11 | F - A plant can have more than one shipping point |
| 12 | T |
| 13 | T |
| 14 | T |
| 15 | F – Customer Purchase Order |
| 16 | T |
| 17 | T |
| 18 | T |
| 19 | F – Customer Master Data |
| 20 | F – Closed Items |
| 21 | F – Fulfilment process is a cross-functional process. |
| 22 | F - One |
| 23 | F - One |
| 24 | T |
| 25 | F - One |
| 26 | T |

- a. Create an alternate planned order
- b. Reject the planned order
- c. Combine the planned order with other orders
- d. Authorize the production
- e. Return the order to purchasing

11) A production order typically includes references to which of the following?

- a. BOM
- b. Routing
- c. Work centers
- d. Sales order
- e. PRT

12) Which of the following are included in the header information of a production order?

- a. Status
- b. Work center
- c. Plant
- d. Validity
- e. Material number

13) Which user inputs are included in a goods receipt?

- a. Plant
- b. Material master
- c. Quantities
- d. Dates
- e. Order number

14) SAP ERP systems can communicate with

- a. Shop floor control systems
- b. PDC systems
- c. Systems that automate tasks in work centers
- d. Storage facilities
- e. None of the above

15) What does a stock requirement list contain?

- a. Material
- b. BOM
- c. Plant
- d. MRP type
- e. All of the above

16) Which of the following are statuses that can apply to a BOM?

- a. On
- b. Off
- c. Active
- d. Inactive
- e. Open

17) What identifies the list of materials needed to produce one unit of finished good?

- a. Routing
- b. Source materials
- c. Component listing
- d. Bill of components
- e. Bill of materials

18) In process industries (like chemicals and beverages), the bill of materials is known as a(n)

- a. Formula
- b. List of chemicals
- c. Bill of chemicals
- d. Equation
- e. Material list

19) You enter a new BOM, but forget to enter a plant reference. Which of the following statements describes what happens when you try to save it?

- a) When saving the BOM, a group BOM is created which can, under certain conditions, be assigned to a plant later.
- b) When saving the BOM, a dialog box appears prompting the user to enter a plant.
- c) When saving the BOM, an error message appears stating that it is not possible to save a BOM without a plant reference.
- d) When saving the BOM, a warning message appears. In the corresponding dialog box, it is possible to create a plant-specific engineering BOM.

20) What master data maintenance sequence is used in to define the production of a material?

- a) Create BOM -> work centers -> Routing -> Carry out component assignment in BOM or routing
- b) Create BOM -> work centers -> Routing -> Carry out component assignment in work center
- c) Routing -> work centers -> Create BOM -> Carry out component assignment in BOM or routing
- d) Work centers -> Routing -> Create BOM -> Carry out component assignment in work center

21) Which of the following are valid BOM categories?

- | | | |
|-------------------|------------------|--------------------|
| A. Inspection BOM | C. Equipment BOM | E. All the above |
| B. Material BOM | D. Costing BOM | F. Only b, c and d |

22) What is the use of BOM?

- | | | |
|------------|---------------------------|----------------------|
| A. MRP | C. Inspection data | E. None of the above |
| B. Costing | D. Sales and Distribution | F. All the above |

23) A Material BOM is created without plant. This is called BOM.

(!!!)

- | | | | | |
|--------------|-----------|----------|-----------------|---------|
| A. Reference | B. Master | C. Group | D. Master group | E. None |
|--------------|-----------|----------|-----------------|---------|

24) BOMs are always created as

- | | | |
|-----------------|---------------|------------------------|
| a) Single Level | c) Components | d) Along with routings |
| b) Multi Level | | |

25) Which of the following correctly describe the features of bills of material (BOM)?

- a. All components listed in the BOM line items require a material master record.
- b. BOM usage determines the business applications for which a BOM can be used.
- c. Bills of material are created and maintained as multilevel bills.
- d. The base quantity, in the BOM header, specifies the amount of the finished product that the item quantities refer to.

26) Which of the following is not in a BOM?

- | | | | |
|----------|-------------|---------------------|-------------|
| a. Price | b. Quantity | c. All of the above | d. Material |
|----------|-------------|---------------------|-------------|

27) Component in the BOM are allocated to operation in

- | | | | |
|--------|--------------------|------------|----------------|
| a) BOM | b) Material Master | c) Routing | d) Work Center |
|--------|--------------------|------------|----------------|

28) Which of the following does a routing identify on a production order?

- | | |
|---|--|
| a. The materials or components to be used in production | |
| b. The location where operations are to be performed | |
| c. The capacity requirements of the production order | |
| d. The location of raw materials in warehouse | e. The operations needed to produce material |

29) What is the purpose of routing?

- | | |
|---|--|
| a) Lists the material components required for producing a material. | |
| b) Provides formulas for scheduling and capacity planning. | |
| c) Lists the sequence of steps for producing a material. | |
| d) Lists the specific output of a resource. | e) Collects actual labor and machine costs |

30) Routing contains information about which of the following?

- | | |
|------------------------|-------------------------------|
| a) Material Components | c) Capacity for Work Centers |
| b) Operations | d) Inspection Characteristics |

31) A client has inquired about the functionality of routing in SAP. To help them better understand routing master data, you describe all of the following except:

- | | | | |
|--------------------------|------------------|------------------------|----------|
| a. Work centers | c. Time elements | e. Capacities | g. Usage |
| b. Component allocations | d. Operations | f. Operation sequences | |

32)What operation in the routing is necessary to prepare materials for use in production?

- a.Back-flushing
- b.Confirmation
- c.Material staging
- d.Recall
- e.Reservation

33)Which one of the following best defines material staging?

(!!!)

- a.Component materials are moved into storage
- b.Component materials are received from the vendor
- c.Component materials are moved from storage and prepared for use
- d.Defective returned goods are broken down into several components for refurbishment
- e.Finished materials are moved back into a storage area

34)What are the options for the material staging from a warehouse management system?

- a) Create parts are ordered manually
- b) Release order parts are ordered manually
- c) Pick parts are provided for the production order in exactly the same quantity as the requirements quantity
- d) Release order parts are ordered automatically

35)Which one of the following best describes a work center?

- a.A location where materials are placed right before they are shipped
- b.Another term used to describe an office building
- c.A location where value-added work needed to produce a material is carried out
- d.A shipping dock
- e.A storage shelf in a warehouse

36)All of the following can serve as a work center except

- a.A group of machines
- b.A group of people responsible for completing operations
- c.A production line
- d.A work area
- e.A shipping dock

37)What option does SAP system offer to retrieve the available capacity for work centers?(!!!)

- a) Attendance list
- b) Standard available capacity
- c) Shift plan
- d) Interval of available capacity
- e) Shift sequence

38)Where can you maintain available capacities in an SAP ECC system?

- a) Routing
- b) Production supply area
- c) Pooled capacity
- d) Work center

39)Work Center is used in

- a) Routing
- b) BOM
- c) Material Master
- d) Inspection Plans

40)What data are included in a confirmation?

- a.Where the work was completed
- b.How much raw material was used
- c.Who the material is to be shipped to
- d.How much work was completed
- e.Who completed the work

41)What happens after production order confirmation?

- a)Planned independent requirements are consumed.
- b)The end product is included in the warehouse stock.

c)The credit management checks the credit line of the plant and adjusts the sums accordingly.

d)Activities, like work force, are charged on the production order

42) You noticed that no labor time is recorded in the order. Which step isn't completed?

a)Goods issue

c)Goods receipt

e)Variance calculation

b)Confirmation

d)Order settlement

43)When the finished goods have been produced the SAP ERP system allows a user to record which of the following?

a.Confirmation

c.Order release

e.Authorize production

b.Goods issue

d.Goods receipt

44)For which of the following objects can you enter a confirmation?

a) Production order

c) Trigger Point

b) Production order operation

d) Work Center

45)What term describes two simultaneous series of operations needed to build components for a finished product?

a.Parallel sequences

c.Same sequence

e.Production sequence

b.Alternate sequences

d.Line sequence

46)As a production manager how do you enable process operations parallel to and independent of other operations?

a) Parallel sequences

d) Linked sequences

b) Successor relationships

c) Control sequences

47)Consider a product scenario where there is high product stability, high repetition rates, and low product complexity. What type of manufacturing do you suggest?

a) Mass manufacturing

c) Repetitive manufacturing

b) Bulk manufacturing

d) Order based manufacturing

48)At what level are material requirements planning (MRP) and work scheduling defined?

a.Client level

c.Company code level

e.Production level

b.Plant level

d.Sales area level

49)In Material Requirement Planning (MRP):

a) Material availability is ensured

b) If shortage exists the corresponding elements are planned

c) Stock transfers are also possible

d) The availability of the components is ensured via dependent requirements

50)MRP can be carried out at :

a) Plant Level

c) Single item – single level

b) All Routings

d) Single item – multiple level

51)Planning can create the following after MRP run

a) Planned Orders

c) Purchase Orders

b) Production Orders

d) Schedule Lines

52) You are preparing to run MRP. Which of the following are parameter settings? (!!!)

- a. Consumption mode
- b. Create schedule lines
- c. Planning mode
- d. Create MRP list
- e. Processing key

53) Which of the following is not a step in the production process?

- a. Production authorization
- b. Goods issue
- c. Request production
- d. Billing
- e. Order release

54) If a company adopted make-to-stock strategy, what triggers the production of goods?

- a. Need to increase inventory
- b. Customer order
- c. Request for quotation
- d. Customer inquiry
- e. Billing document

55) What step in the production process is used to enter data in to the SAP ERP system when the operations needed to produce a materials are completed?

- a. Production note
- b. Confirmation
- c. Order complete
- d. Production record
- e. Production outcome

56) The creation of a production order results in several outcomes including all of the following except

- a. Scheduling
- b. Availability checks
- c. Purchase requisitions
- d. Preliminary costing
- e. Confirmation

57) Which of the following is not an outcome of a goods issue to a production order?

- a. The material master is updated to reflect reduction in the quantity and value of the materials issued
- b. Actual costs associated with material consumption are calculated
- c. Material reservations are updated
- d. A goods receipt is automatically recorded
- e. An FI document is created to record financial accounting data

58) Which of the following is an important report in the production process? (!!!)

- a. Work list
- b. Stock requirement list
- c. Online list
- d. BOM
- e. None of the above

59) Which of the following statements are true regarding the cost accounting of operations?

- a) In the work center master data you assign a cost center responsible for cost accounting of this work center
- b) You can assign multiple cost centers to a work center to split the cost accounting of a work center.
- c) When processing production orders, costs are accumulated on a work center. These costs must be defined in SAP ERP as costing types.
- d) Activity types are used in routings to describe operations to be performed. Activity types are assigned to costing types to determine the price of these activities.
- e) Since costs of in-house production are internal costs, only secondary cost element types are used in a work center.

60) After releasing a production order, several types of costs. Which of the following statements are true regarding cost accounting in the production order?

- a) Costs of production are determined at operation level.
- b) Costs of production are transferred from operation level to order header level.

c)The settlement rule defines how production costs are accounted on other accounting objects and is only created for order-related cost object controlling.

d)The settlement rule is defined material type dependent and therefore is derived from the material master of the produced material.

e)Costs of production are determined at order header level.

f)Costs of production are inherited from order header level to the individual operations

61)Which documents are created when a goods issue is posted?

a)A purchase requisition for the position.

b)A material document in inventory management.

c)A material reservation for the specified material in the inventory management.

d)A cost accounting document

62)Which of the following statements are true regarding production orders?

a)A production order can only be created from a planned order.

b)A production order must contain at least one operation.

c)If no operation is assigned to a production order, the SAP system issues an error message.

d)You can add material components, production resources and tools as well as trigger points to an operation of a routing.

e)Production orders can only be linked to documents, if their secure stage area is activated.

63)Which objects can affect the calculation of capacity requirements for an operation?

a) Standard values (routing)

d) Formulas (work center)

b) In-house production time (material master)

e) Operation control key (routing)

c) Transport time (routing)

64)Which of the following master data can be used with process orders?

a) Serial numbers

c) Resources

e) Production versions

b) Master recipes

d) Production/resource tools

65)Which of the following organizational units does the manufacturing process use?

a) Storage Location

c) Purchase Organization

e) MRP Area.

b) Sales Area

d) Plant

66)What is the difference between a operation-related and order-related confirmation?

a) Order confirmation is a confirmation of the entire order at order header level and an Operation confirmation allows you to confirm an order step by step.

b) Order confirmation is a confirmation of the entire order before sending to production and operation confirmation is a step by step confirmation of production order

c) Order confirmation is partial confirmation of the order and operation confirmation is automatic final confirmation of the order

d) Order confirmation requires a goods receipt, operation confirmation does not require a goods receipt

67)Production Planning Module is integrated with which of the following modules?

A. Material Management

C. Quality Management

E. All the above

B. Controlling

D. Sales and Distribution

F. None of the above

68) Which activity can trigger an automatic availability check for the components of a production order?

- a) Material staging
- b) Order rescheduling
- c) Order release
- d) Goods receipt for a missing part

69) Which options is used to convert planned orders to production orders? (!!!)

- a) Mass processing
- b) Automatically in the planning run (MRP)
- c) Background processing in a program
- d) Customizing for the planned order
- e) Order progress report

70) How can you convert planned orders into production orders in an SAP ECC system? (!!!)

- a) Automatically, in the planning run (MRP)
- b) Set the conversion indicator in Customizing for the planned order.
- c) Use mass processing.
- d) Use the order progress report.
- e) Use background processing.

71) You want to use production/resource tools in your manufacturing process. Which production type do you use?

- a) Repetitive manufacturing
- b) Production order
- c) Process order
- d) KANBAN

72) Which functions can be triggered before releasing a production order?

- a) Confirmation
- b) Selection of a routing
- c) Scheduling
- d) Stock determination
- e) Selection of a BOM

73) You need to explain how organizational levels organize data in SAP. Which of the following are relevant to material planning?

- a. Client
- b. Company code
- c. Storage location
- d. Plant
- e. Shipping point
- f. Work center

74) _____ is the basis for further processing of a production order.

- a. Printed
- b. Material Availability Check
- c. Settlement Rule Created
- d. Released
- e. Created

75) You are ready to begin production and need to issue materials to the production order. Upon doing so, SAP performs which of the following actions?

- a. FI document created
- b. Quantity and value in material master is updated
- c. Plant activity account is credited
- d. CO document created
- e. Consumption account is debited
- f. Reservation is reduced

76) SAP ERP allows for complete and immediate integration between various SAP ERP components and SAP Financial Accounting (FI). Which of the following represent examples of direct integration between the Materials Management (MM) component and FI?

- a. Purchasing - invoice verification
- b. Inventory audit - invoice verification
- c. Goods issue to production order - GL account
- d. Invoice verification - accounts payable
- e. Requirement planning - invoice verification

77) _____ provide the basis for procurement and production planning and may be consumed.

- a. Planned independent requirements
- b. Unrestricted stocks
- c. Strategies
- d. Stock level

78) Which of the following are important master data in material planning?

- a. Work center
- b. Routing
- c. BOM
- d. PRT
- e. Material

79) A raw material just arrived from one of your vendors. You perform a GR with reference to the PO. Which of the following are not effects of this receipt?

- a. Transport request if WM activated
- b. Debit stock account for a stock item
- c. Debit GR/IR account
- d. Price variances posted
- e. Update quantity in material master

80) Settlement takes place at period-end closing. During period-end closing, the production orders for this period need to be settled. You notice there is a work-in-process balance at settlement. You explain this balance will result in which of the following?

- a. CO posting only
- b. FI posting only
- c. No postings takes place
- d. FI and CO postings

| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 |
|---|---|---|---|---|---|---|---|---|----|----|----|----|----|----|----|----|----|----|----|
| A | B | A | A | B | C | A | A | A | B | A | A | C | A | A | C | E | A | A | A |
| C | | B | D | C | E | B | C | B | C | B | C | D | B | C | D | | | | |
| D | | C | | | | C | E | C | D | C | D | E | C | D | | | | | |
| E | | | | | | | | D | | E | | | | | | | | | |

| 21 | 22 | 23 | 24 | 25 | 26 | 27 | 28 | 29 | 30 | 31 | 32 | 33 | 34 | 35 | 36 | 37 | 38 | 39 | 40 |
|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|
| F | F | C | A | B | A | C | E | C | A | E | C | C | A | C | E | B | C | A | A |
| | | | | D | | | | | B | | | | B | | | D | D | D | D |
| | | | | | | | | | C | | | | C | | | E | | | E |

| 41 | 42 | 43 | 44 | 45 | 46 | 47 | 48 | 49 | 50 | 51 | 52 | 53 | 54 | 55 | 56 | 57 | 58 | 59 | 60 |
|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|
| B | B | A | A | A | A | C | B | D | A | A | B | D | A | B | E | D | B | A | A |
| D | | | B | | | | | | C | B | C | | | | | | | C | B |

| | | | | | | | | | | | | | | | | | | | |
|--|--|--|--|--|--|--|--|--|---|--|--------|--|--|--|--|--|--|---|---|
| | | | | | | | | | D | | D E | | | | | | | D | C |
|--|--|--|--|--|--|--|--|--|---|--|--------|--|--|--|--|--|--|---|---|

| | | | | | | | | | | | | | | | | | | | |
|--------|--------|-------------|-------------|-------------|----|----|----|-------------|-------------|----|-------------|------------------|----|-----------------------|-------------|----|-------------|--------|----|
| 61 | 62 | 63 | 64 | 65 | 66 | 67 | 68 | 69 | 70 | 71 | 72 | 73 | 74 | 75 | 76 | 77 | 78 | 79 | 80 |
| B D | B D | A D E | B C E | A D E | A | E | C | A C E | C D E | B | B C E | A B C D | E | A B D E F | A C D | A | B C E | C D | B |

Chapter (6)
True / False - Based Questions

- 1) A bill of materials (BOM) identifies the finished goods that are to be shipped to a specific customer.
- 2) An active bill of materials can be used in the production of a material, but an inactive BOM can't.
- 3) A work center is a location where materials are placed immediately before they are shipped.
- 4) All operations must be performed in some type of sequence, and many operations can be completed in a variety of sequences.
- 5) A time ticket is used to record the amount of time required to complete various operations. (!!!)
- 6) Fixed time elements represent the time needed to produce one unit of material. (!!!)
- 7) Variable time elements are independent of how many units of material are produced. (!!!)
- 8) Material staging is the process in which component materials are moved from storage and prepared for use.
- 9) Material staging is a technique used to automatically record the goods issue when an order is confirmed.
- 10) Component assignment is a technique that assigns components in a BOM either to a routing or to a specific operation within the routing.
- 11) Production resource tools are movable resources that are shared among different work centers.
- 12) Typically a production order doesn't include any references to the BOM, routing, or work centers.
- 13) Capacity split is a strategy that is used to determine how the production work is to be distributed among machines and/or people. (!!!)
- 14) After production has been completed, a goods receipt against the production order is used to pick the goods and ship them to the customer.
- 15) If the bill of materials (BOM) and routing data are changed after the production order has been created, the system must be manually instructed to re-enter the data.
- 16) Periodic processing is also known as period-end closing that takes place in the General Ledger.

- 17) Overhead allocation, work in process determination, and order settlement are all included in periodic processing.
- 18) A technically complete status for a production order means that even though the main material is complete, other production processes may be needed to complete smaller components of the material
- 19) The application concerned with material planning is the Material Management Module. (!!!)
- 20) Materials Planning is responsible to match demand of materials in organizations with its supply.
- 21) Lack of overall planning may result in excess inventory and lost sales.
- 22) When a company transfers part of the materials in stock from one distribution center to another, this scenario is known as stock-out.
- 23) Material planning is one of the most complex processes within an organization.
- 24) Planned orders are requests to produce materials.
- 25) MRP uses requirements to generate the final procurement proposals.
- 26) Storage area is one of the organizational data elements in material planning.
- 27) Product routings is one of the master data elements in material planning.
- 28) Work scheduling data are defined at the client level.
- 29) MRP is defined at the plant level.
- 30) MRP data are specific to each plant.
- 31) In-house production is the most common procurement type for raw materials.
- 32) Semi-finished goods are typically purchased from vendors
- 33) Typically, semi-finished goods and raw materials have dependent requirements.
- 34) The input to MRP is the independent requirement for the finished goods.
- 35) The BOM selection method in the material master identifies the criteria the system should use to select the BOM.
- 36) A BOM is used only in the materials planning process.
- 37) A BOM always identifies the components needed to make one unit of the finished product.
- 38) In make-to-stock strategy the production of the finished goods and any needed semi-finished goods is triggered by a sales order.
- 39) After planning the master schedule items, MRP creates dependent requirements for the components of those items.
- 40) Organizational Data is an essential / typical data type needed for the Production Order Release.
- 41) Production Order is an essential / typical data type needed for the Goods Issue step.

42) Production Order and Order Progress Report are the 2 main / essential / typical data types needed for both order-level and operational level confirmations.

43) The most typical information in the production order is the material master data.

| # | Solution |
|----|--|
| 1 | F – BOM identifies the standard components needed to make one unit of material. |
| 2 | T |
| 3 | F – Work Center specifies the machines / labor needed to produce a certain type of materials. |
| 4 | T |
| 5 | T |
| 6 | F – Time Ticket |
| 7 | F - Dependent |
| 8 | T |
| 9 | F – Process in which component materials are moved from storage and prepared for use |
| 10 | T |
| 11 | T |
| 12 | F - Includes |
| 13 | T |
| 14 | F – Goods Issue |
| 15 | T |
| 16 | T |
| 17 | T |
| 18 | F |
| 19 | T |
| 20 | T |
| 21 | T |
| 22 | F – Stock Transfer |
| 23 | T |
| 24 | T |
| 25 | T |
| 26 | F – Storage Location is on one of the organizational data elements in procurement, fulfilment and Production Planning. |
| 27 | T |
| 28 | F – Plant Level |
| 29 | T |
| 30 | T |
| 31 | F - Outsourcing |
| 32 | F – Raw Materials |
| 33 | T |
| 34 | T |
| 35 | T |
| 36 | F |
| 37 | F - Material |
| 38 | F – Production Order |
| 39 | T |
| 40 | F - Order Number and System Parameters |
| 41 | T |
| 42 | T |
| 43 | F – Planned Order |

General and Section - Based Multiple Choices Questions

- 1) What is the Transaction Code for Creating New Vendor?
 A. XK01 B. XK02 C. XK03 D. XK04
- 2) What is the Transaction Code for Changing Vendor?
 A. XK01 B. XK02 C. XK03 D. XK04
- 3) What is the Transaction Code for Displaying Vendor?
 A. XK01 B. XK02 C. XK03 D. XK04
- 4) What is the Transaction Code for Creating Raw Materials?
 A. MMR1 B. MMF1 C. MMB1 D. MMH1
- 5) What is the Transaction Code for Creating Finished Goods?
 A. MMR1 B. MMF1 C. MMB1 D. MMH1
- 6) What is the Transaction Code for Creating Semi Finished Goods?
 A. MMR1 B. MMF1 C. MMB1 D. MMH1
- 7) What is the Transaction Code for Creating Trading Goods?
 A. MMR1 B. MMF1 C. MMB1 D. MMH1
- 8) What is the Transaction Code for Creating Bill of Material (BOM)?
 A. CSO1 B. CSO2 C. CSO3 D. MMR1
- 9) What is the Transaction Code for Changing Bill of Material (BOM)?
 A. CSO1 B. CSO2 C. CSO3 D. MMR1
- 10) What is the Transaction Code for Displaying Bill of Material (BOM)?
 A. CSO1 B. CSO2 C. CSO3 D. MMR1
- 11) What is the Transaction Code for Changing planned order?
 A. MD11 B. MD12 C. MD13 D. MD14
- 12) Movement Type for Goods Receipt in to Warehouse

- a) 122 b) 123 c) 101 d) 102

13) Movement Type for Goods Issue in to Warehouse

- a) 122 b) 123 c) 101 d) 102

14) Which of the following does the posting key determine?

- a. Which G/L account is being posted to d. The type of asset transaction is posted
b. Account type to be posted e. Whether the entry is a debit or credit
c. Which fields are required in the entry

15) What does SAP ERP mean?

- a) SAP ERP is a planning system in which extended planning processes can be mapped.
b) SAP ERP is a system hardware that includes modules for purchasing, sales and distribution, materials management, production and so on.
c) SAP ERP is a technological platform, on the basis of which customer-specific extensions can be imported.
d) SAP ERP is an application that an enterprise can use to manage its business processes efficiently.

16) At what level is the General Ledger managed at?

- a. Plant b. Client c. Company Code d. Sales Area

17) The central task of _____ is to provide a comprehensive picture of external accounting and accounts.

- a. Reconciliation Accounts c. Managerial Accounting
b. G/L Accounts d. Accounts Payable

18) As part of the implementation team, you need to correctly identify relationships between various organizational levels in SAP ERP. Which is true regarding organizational levels?

- a. A company code can belong to more than one controlling area
b. A plant must be allocated to a company code
c. A business area and company code are assigned to each other in the enterprise structure in IMG
d. A controlling area and the company code must have the same currency

19) SAP ERP is a combination of components that combine:

- a. Information c. Documents e. Functions
b. Processes d. People f. All of the above.

20) What is the correct sequence of the planning procedures?

- a) Sales and operations planning -> Demand management -> Long-term planning -> Material requirements planning -> Capacity planning
b) Demand management -> Sales and operations planning -> Capacity planning -> Long-term planning -> Material requirements planning
c) Material requirements planning -> Demand management -> Sales and operations planning -> Long-term planning -> Capacity planning
d) Long-term planning -> Sales and operations planning -> Demand management -> Material requirements planning -> Capacity planning

- 21) A customer-material info record is required to complete a sales order in Sales Order Management in SAP ERP.
- 22) After the two-step storage location-to-storage location stock transfer, the material can't be seen in the receiving storage location's inventory.
- 23) Enhancement Packages and Support Packages are installed in a single step.
- 24) The sub-ledgers are always reconciled with the general ledger.
- 25) Master Data is created centrally and can be used by all applications and all authorized users.
- 26) The Company code is included in the balance sheet of a legally-independent enterprise and is the central organizational element of Financial Accounting?
- 27) The term that describes the launching of a process is the trigger.
- 28) The reconciliation account to a customer sub-ledger is Accounts Receivable (AR), and the reconciliation account to a vendor sub-ledger is Accounts Payable (AP).
- 29) A business process has a very limited number of steps.
- 30) Another term of a "Module" is an "application".
- 31) A plant can be a physical plant or a logical section of a plant.
- 32) Storage locations are areas where materials are stored within a plant

| | | | | | | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|----|----|----|----|-------------|----|----|----|----|----|----|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 |
| A | B | C | A | B | C | D | A | B | C | B | c | D | B C E | D | C | B | B | F | A |

| | |
|----|---|
| 21 | False |
| 22 | F – Can be seen |
| 23 | True |
| 24 | F – Subsidiary and General Ledgers |
| 25 | T |
| 26 | T |
| 27 | T |
| 28 | T |
| 29 | F – A business process may have limited number of steps or not. |
| 30 | T |
| 31 | T |
| 32 | T |

Drawing - Based Matching Questions

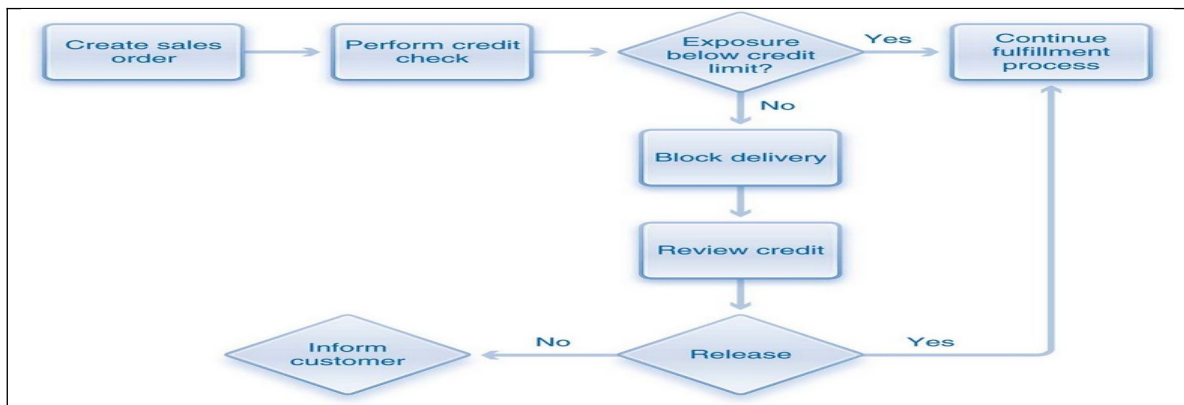
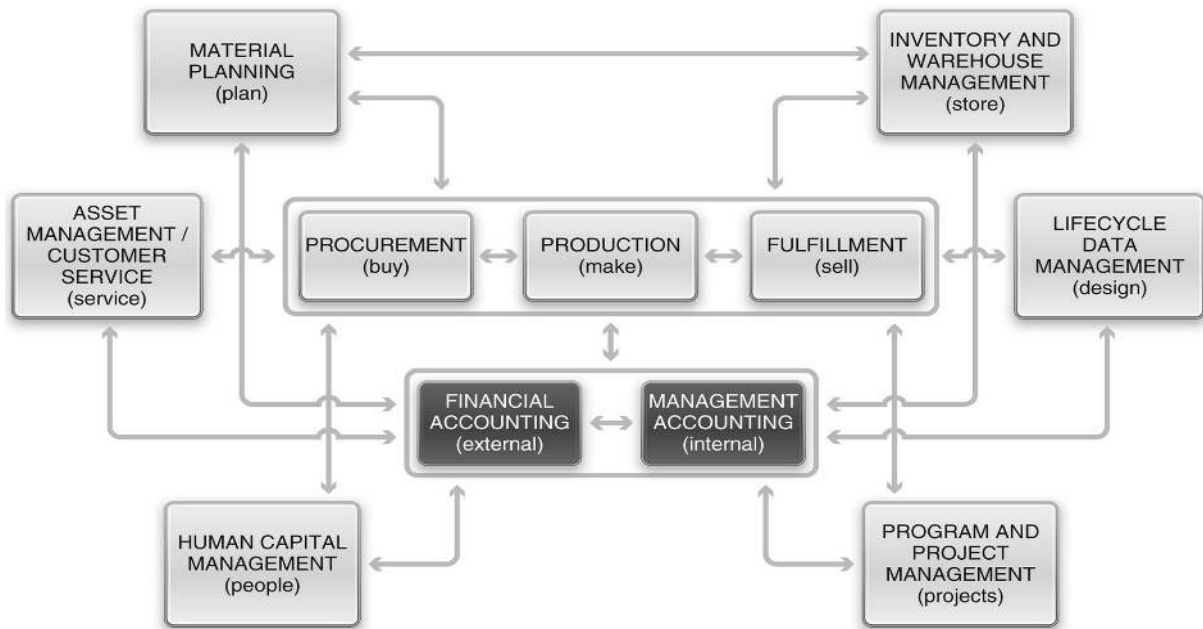
| Period | | Characteristic | | Key figures | |
|---------|----------------------|----------------|----------------|--------------|--|
| Date | Customer | Material | Sales quantity | Sales amount | |
| 5/12/09 | Rocky mountain bikes | DXTR8000 | 23 | \$64,400 | |
| 5/19/09 | Philly bikes | PRTR8000 | 45 | \$135,000 | |
| 5/23/09 | Beantown bikes | DXTR8000 | 34 | \$95,200 | |
| | | | | | |

Transactional Data

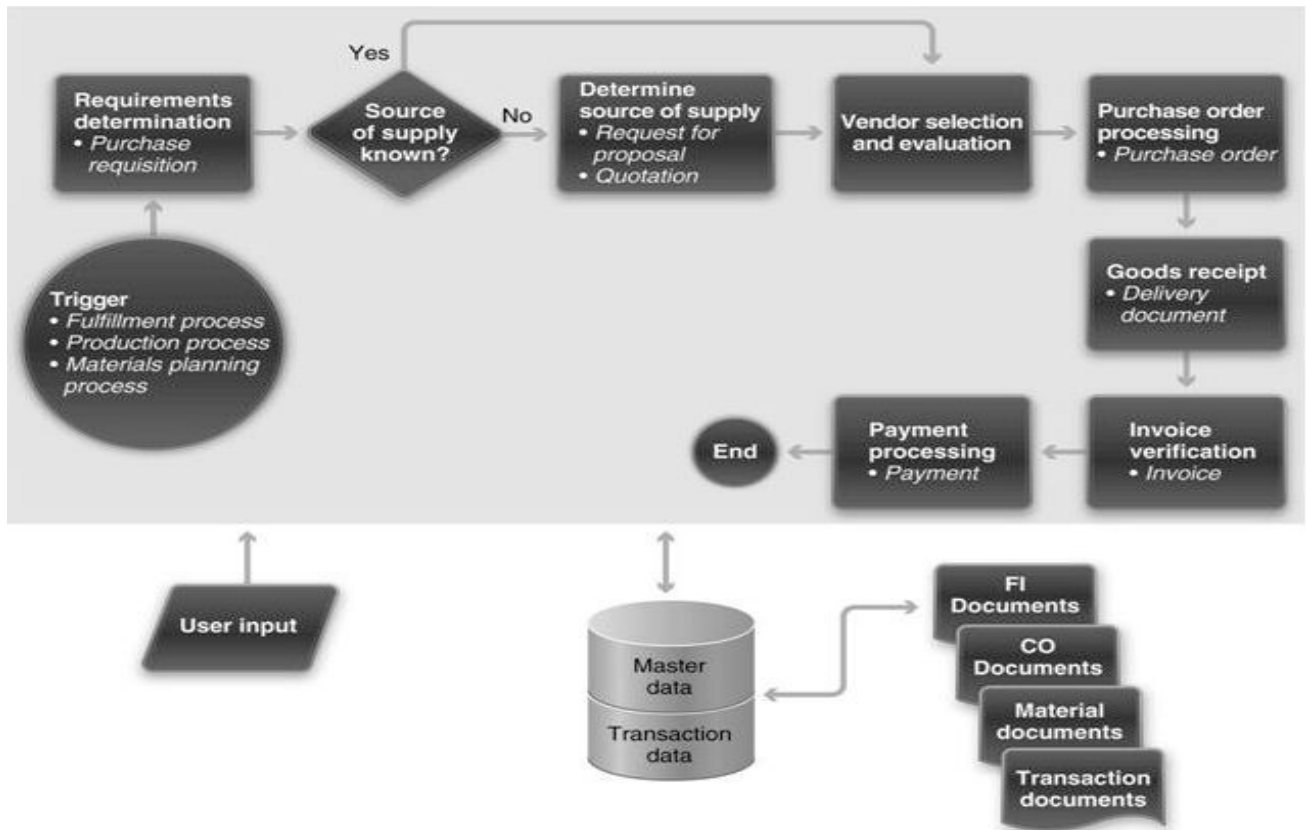
Master Data

Situational Data

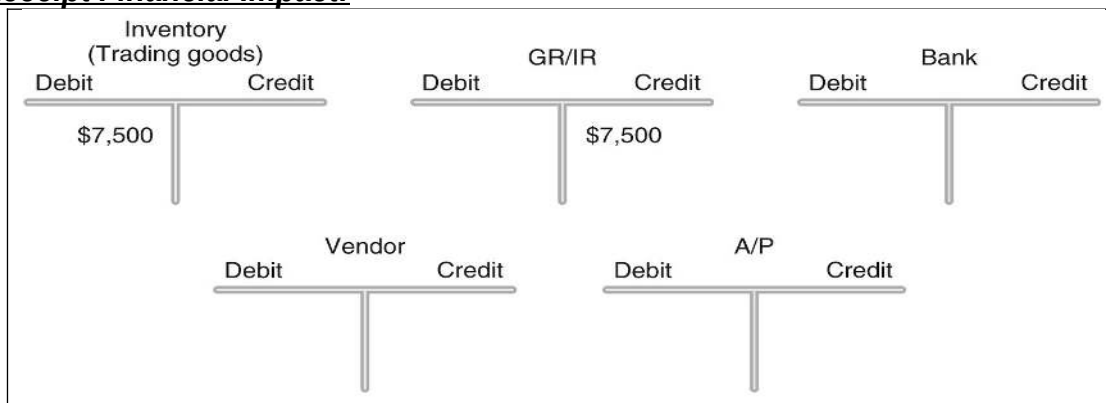
The diagram illustrates the relationship between different types of data in a sales table. Transactional Data points to the entire table. Master Data points to the Customer column. Situational Data points to the Date, Material, Sales quantity, and Sales amount columns.



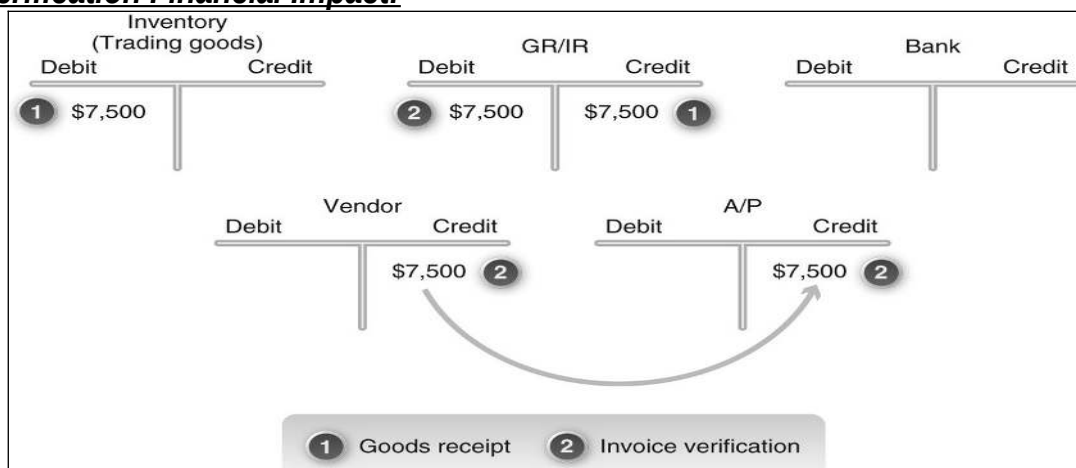
Detailed Procurement Process



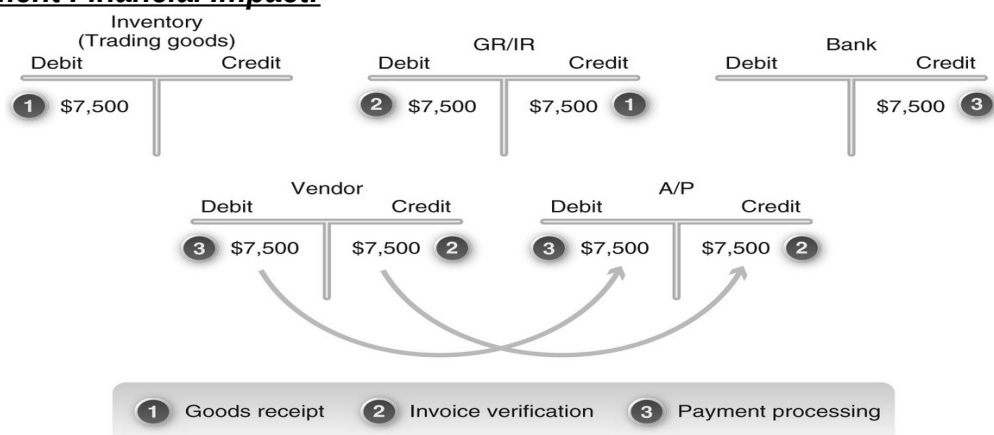
Goods Receipt Financial Impact:



Invoice Verification Financial Impact:

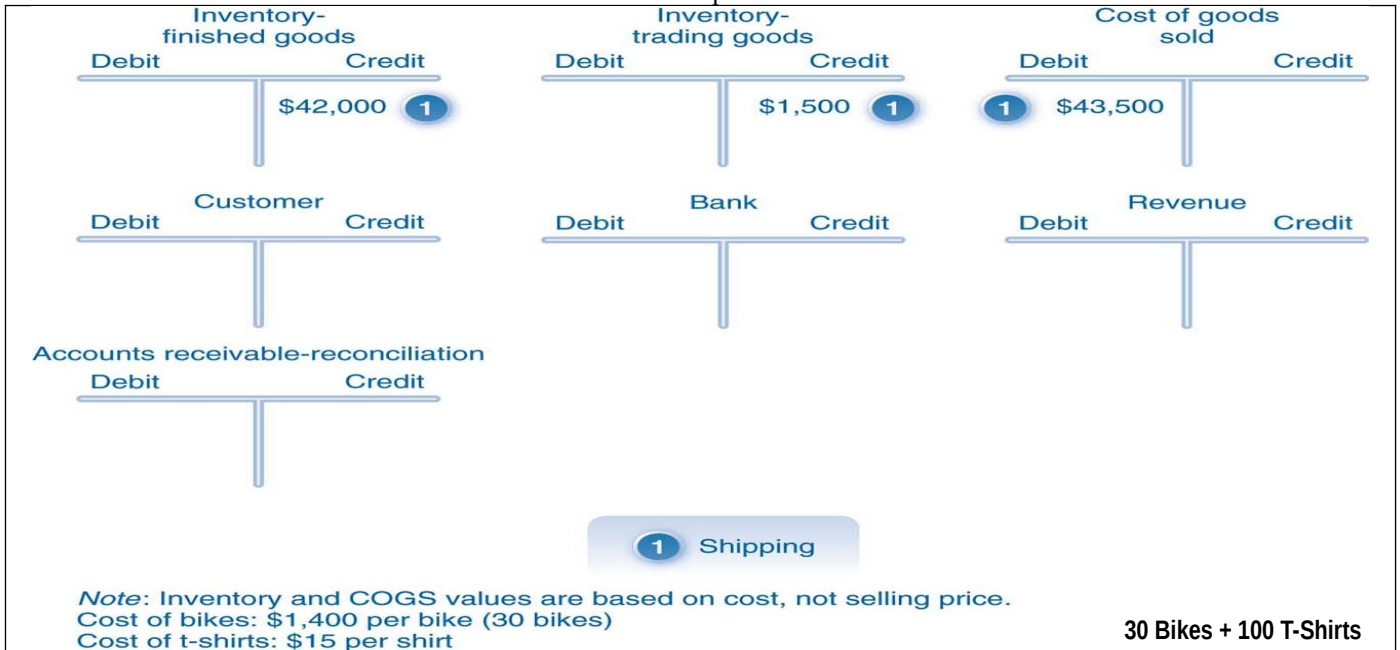


Vendor Payment Financial Impact:



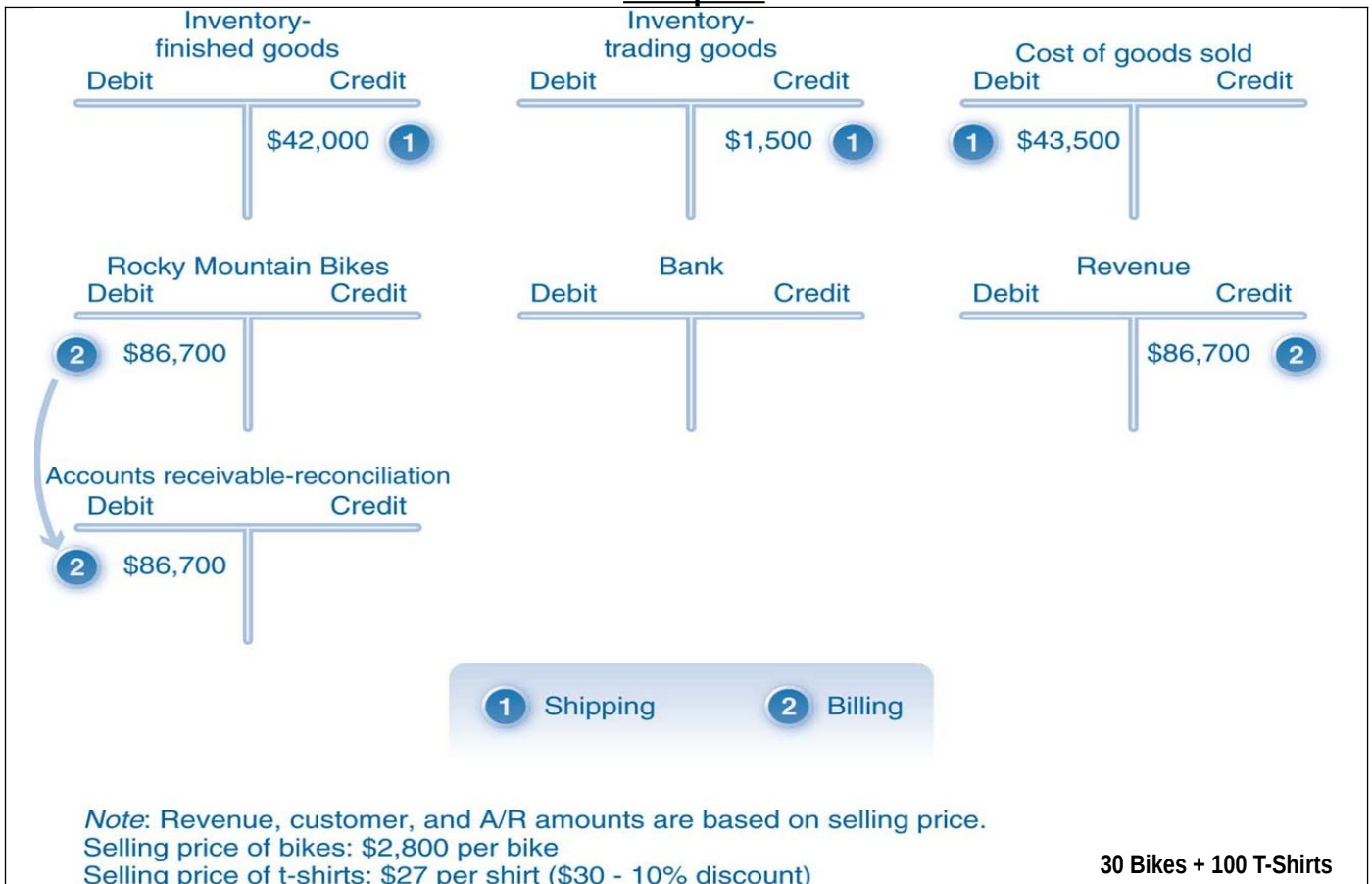
Goods Issue (Shipping) Step:

FI Impact:



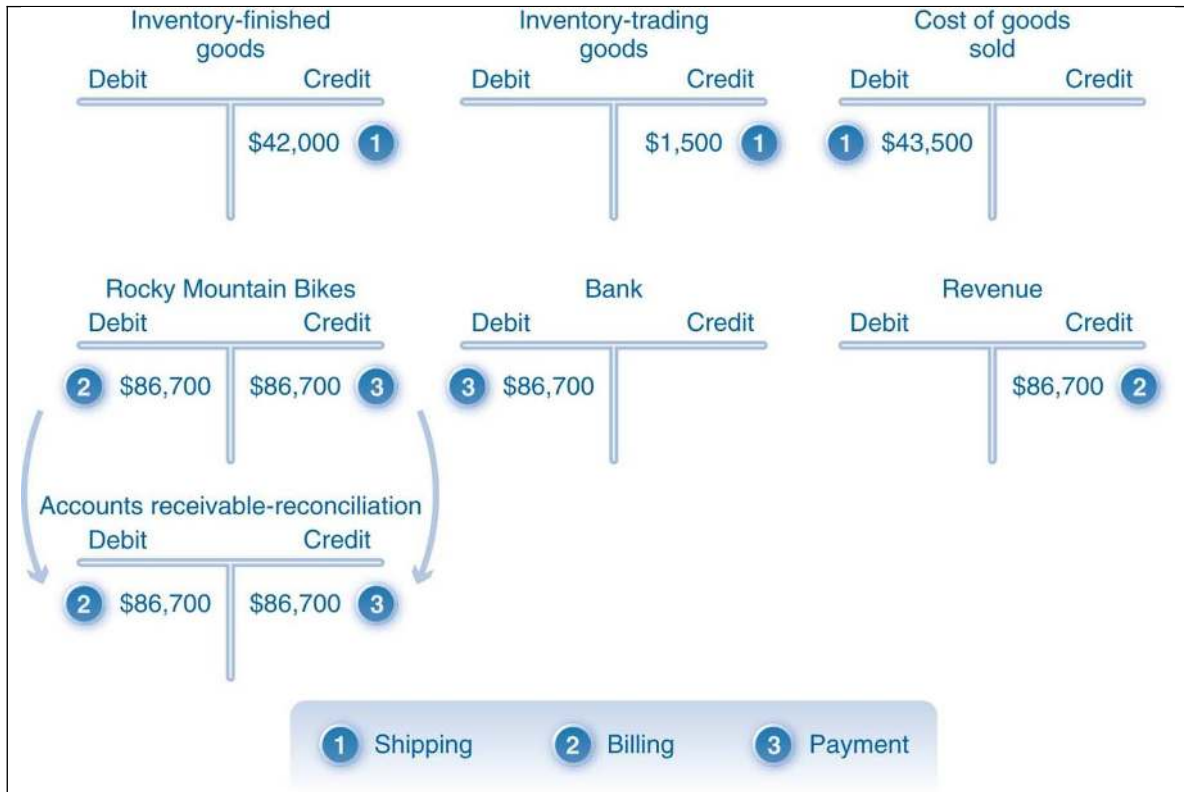
1) Billing Document Step:

FI Impact:

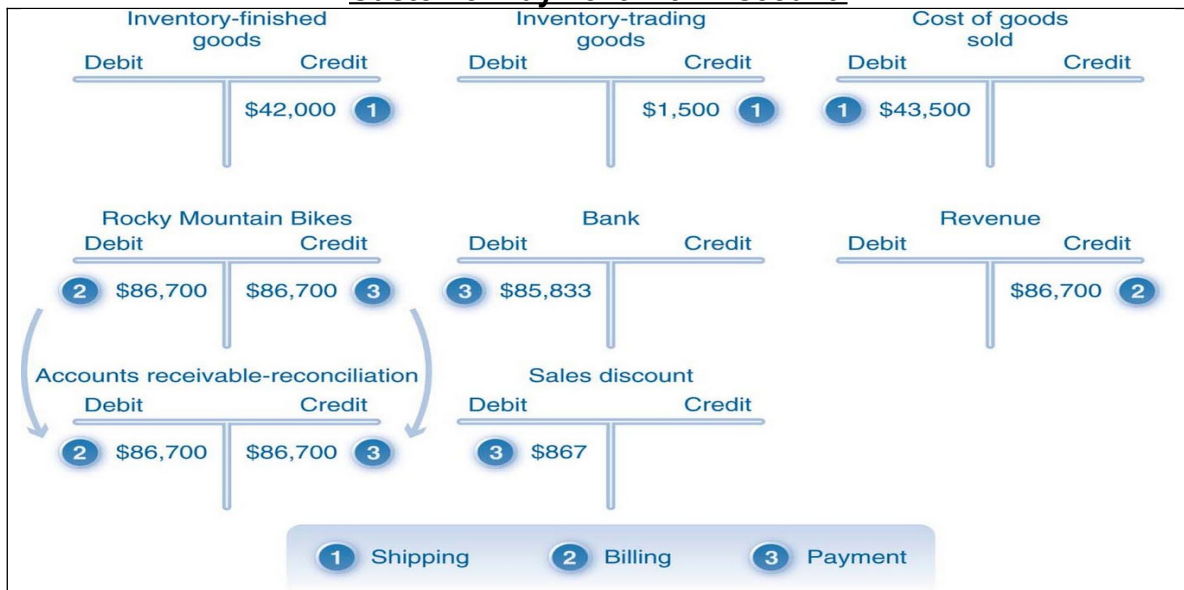


2) Payment:

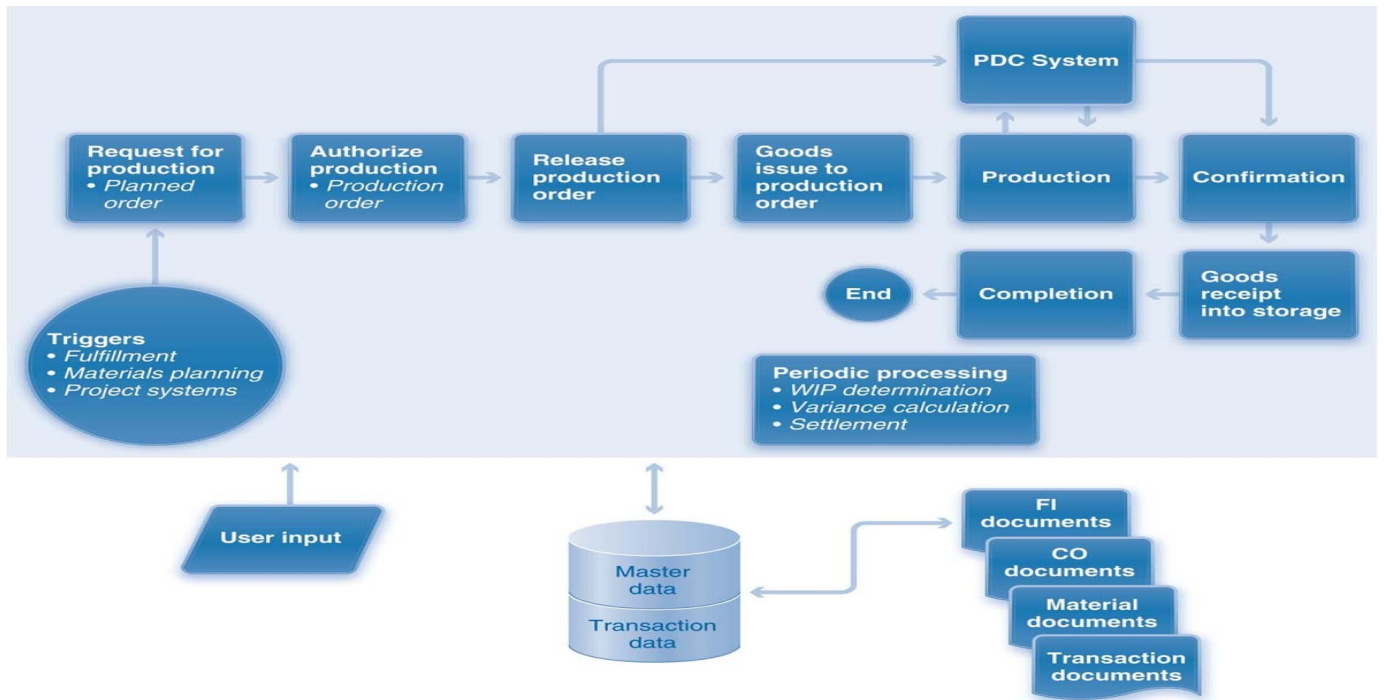
FI Impact:



Customer Payment with Discount:



The Production Process:



Structure of a Sales Order

48

| Standard order | | |
|----------------|--------------|----------|
| Header | | |
| Date | Jan 23, 2010 | |
| PO number | 45932 | |
| Sold-to party | RMB | |
| Ship-to party | Racing loc | |
| Item | Material | Quantity |
| 10 | T-shirt | 100 |
| 1 | 10 May | 100 |
| 20 | Bike | 40 |
| 1 | 10 May | 30 |
| 2 | 10 Jun | 10 |

Handwritten notes:

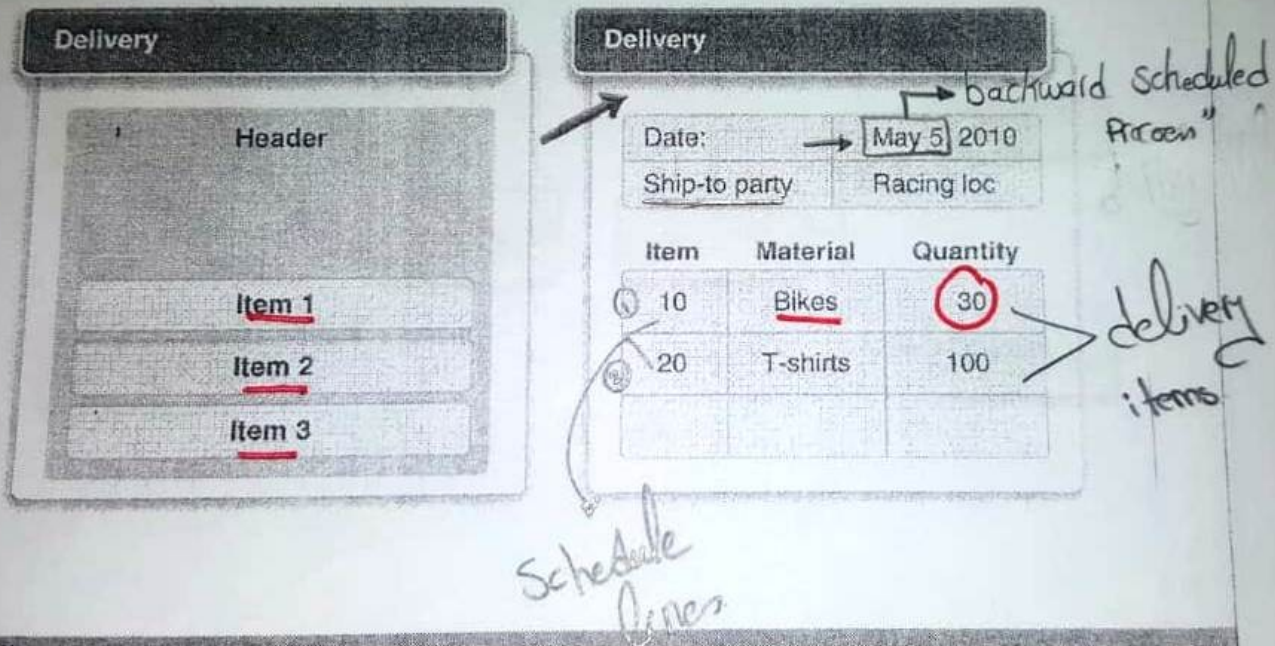
- Item No* (circled around Item 10)
- biker item No* (circled around Item 20)
- order Q. 1* (with arrow pointing to Item 10)
- del Q.* (with arrow pointing to Item 20)
- dates* (under Item 10 and Item 20)



the figure shows the PO date and PO number for RMB's order. It also indicates two partner functions, sold-to party and ship-to party. RMB is the sold-to party, and the racing location where the materials are to be shipped is the ship-to party. The order consists of two items, one for the 40 bikes and one for the 100 t-shirts. The bikes have two schedule lines, one for 30 bikes to be delivered by May 10 and the other for 10 bikes to be delivered by June 10. In contrast, the shirts have one schedule line because RMB requested that GBI deliver all 100 shirts by May 10

Structure of a Delivery Document

55



The figure shows two line items, one for 30 bikes and the other for 100 t-shirts. The materials are shipped on May 5 so that they reach Colorado Springs by the desired data of May 10.