DAY 1 – 17 grile

1. Which of the following is not an SAP Core group?
   ⇨ SAP Master Data Management

(SAP Financials, SAP Operations, SAP Human Capital Management)

2. The next module does not integrate with SAP Sales and Distribution?
   ⇨ SAP Global Trade Services

(Finance and Controlling, Material Management)

3. Which are the SAP main solutions? (two answers)
   ⇨ SAP On premise (=fizic)
   ⇨ SAP Cloud

4. Which of the following documents is not part of SAP SD process flow?
   ⇨ Accounting document (=> tine de FI-CO, nu de SD)

(Order, Billing, Delivery)

5. Which of the following is a feature of Intercompany sales process?
   ⇨ We sell from a sister company's plant

(Intercompany -> sunt implicate 2 companii || companie sora)

6. Which of the following is a feature of Free of charge ...
   ⇨ There is no billing (=> ii trimit ceva clientului fara sa-l taxez)

7. One Sales Organization can be assigned to how many Company Codes?
   ⇨ 1

8. Which are the elements that make up a Sales Area?
   ⇨ Sales Organization + Distribution Channel + Division

9. Which organizational unit from Sales and Distribution is responsible for sales within a specific geographical area?
   ⇨ Sales Office

10. In the SAP organizational structure for sales, which entity represents your stratregy to distribute goods and/or services to your customers?
    ⇨ Distribution Channel (=> modul in care transport marfa la client)

(Route, Sales Organization, Sales Group)

11. To which element is a sales office assigned?
    ⇨ Sales Area

12. Which of the following assignments are possible when you set up organizational units for sales?
    ⇨ Assign multiple plants to one sales organization

(plants = depozite; sales organization = zona in care activez)

13. Which are the views of a SD document?
    a) Header level
    b) Item level
    c) Schedule line level
    d) All of the above

14. How can you see if a document is missing information?
    ⇨ You have incompleteness check (=WARNING)

15. What is a characteristic of an inquiry document? => INQUIRY = CERERE DE OFERTA
    ⇨ Is received from the customers

(cerere de oferta care vine din partea clientului; nu este un document legal; acela este orderul)

INQUIRY vs. QUOTATION
⇨ Inquiry is just an informational document for a customer on behalf of a business but the quotation is a legal document where a customer gets to ensure that he can buy goods and services at an agreed price within the stipulated timeline.

Inquiry is a presale document in SAP Sales and distribution that is used to provide information to customers about products availability, prices, etc. As Inquiry is an informational document therefore it does not bind any obligation between prospective customers and business.

SAP SD sales cycle
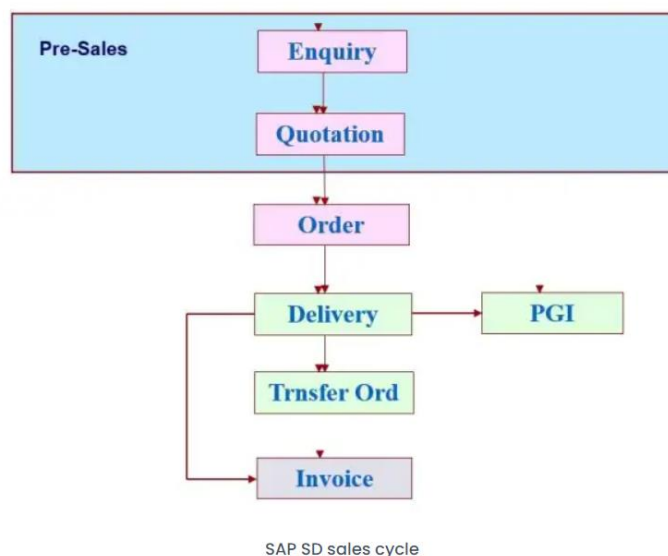
16. What happens when a billing document is created?   ----- credit memo = factura de corectie
    ⇨ Billing status is updated

17. Which are the steps of a SD standard flow?
    a) Inquiry-Quotation-Sales order-Outbound Delivery-Billing document   -   *(proces complet)*
    b) Sales order-Outbound Delivery-Billing document
    c) All of the above
    d) Non of the above

Inquiry-Quotation => nu sunt necesare

Outbound delivery = In outbound delivery product delivered from the plant like all types of delivery process (through PGI). It results in the decrease of stock from the warehouse.

Inbound delivery = In inbound delivery material entered into plant (for the stock purpose). It results in an increase in stock in the warehouse.

DAY 2 – 14 grile

1. Which one from the list is a valid SD master data type?
   ⇨ Material master data

2. Why do we need master data?
   ⇨ To perform correctly the business processes

3. What is Customer master data?
   ⇨ **Information** about how the system will execute transactions regarding a customer we do business with

4. Which one is not a role of a business partener (customer)?
   ⇨ Accountant

   Sold to party = cel care trimite comanda // cel care comanda // cel care ne trimite comanda

   Ship to party = cel la care livram fizic marfa // unde trimitem fizic marfa

   Bill to party = cel la care trimitem factura

5. Material master covers information about:
   a) Products that we sell
   b) Services that we sell
   c) Both
   d) Non

6. Customer material info record is a merge of:
   ⇨ Customer master data + Material master data

7. What is Condition master data?
   ⇨ A set of rules that determine prices, taxes and discounts for our products

8. Can we define Business partners in SAP?
   ⇨ Yes: **Customers, Vendors** or other entities

9. Which SAP transaction is used to define a Business partner?
   ⇨ BP

10. In which of the documents below the prices are determined?
    ⇨ Sales order

(Delivery order, Accounting Document)

11. Which criteria is used for pricing procedure determination?
    a) Sales area
    b) Sold to party
    c) Sales document type
    d) All of the above

Pricing Procedure Determination

The pricing procedure is allocated to the sales document or billing document by a determination rule, similar to other determination rules. The pricing procedure determination is based on the customer master record, the sales document, and the sales area.

Customer Master Records

The customer master record is the basis for all sales transactions as well as deliveries and payments. Customer master records can represent different entities based on the role they play in the transaction. We'll be using and discussing the following customer master records:

• Sold to Party = The partner or customer that places the sales order request.

• Ship to Party = The partner or customer that receives the delivery of the goods or services.

• Bill to Party = The partner or customer that receives the invoice.

• Payer Party = The partner or customer that is responsible for the payment of the invoice

12. What business partner is influencing the tax determination in a sales order? – *taxa transport*
    ⇨ Ship to party

In the SAP system, the tax determination is used to determine the condition of the tax types. Each tax condition type defines the tax applicable to the country and also specifies the valid country tax types.

= the country of the **ship-to party** (destination country)

13. What are the component elements of a pricing procedure?
    a) Condition table
    b) Condition records
    c) Condition type
    d) All of the above

In SD, **Pricing Procedure** is determined (T. Code: OVKK) based on Sales Area (Sales Organization + Distribution Centre + Division) + Customer Pricing Procedure + Document Pricing Procedure. Sales Area is determined in Sales Order Header Level. Customer Pricing Procedure is determined from Customer Master.

The **pricing procedure** defines the **conditions** permitted for a document and the sequence in which the system takes these conditions into account during pricing.

14. In pricing, to which element do you assign a access sequence?
    ⇨ Condition type

In pricing procedure, **access sequence** is assigned to condition types and it helps to retrieve the data from condition table in a logical sequence.

DAY 3 – 10 grile

1. What happen when a credit limit is exceeded?
   ⇨ An extra approval is required when a new order is placed

2. In a sale from stock flow, a sales order can be created with reference to which document?
   a) Quotation
   b) Without reference to any document
   c) Non
   d) Both

3. What are the main characteristics for a Make to Order flow?
   ⇨ The product will be manufactured based on customer-specific order/requirement

4. In a Third Party process, which extra documents are created?
   ⇨ Purchase requisition and purchase order   -----------   requisition = cerere

In **third party** sales in SAP, Company transfers the sales order to an external vendor. This vendor delivers the goods directly to the Customer.

5. What are the benefits of a Third Party Process? (two answers)
   ⇨ Fulfillment of customer's requirements despite material shortage. ----- shortage = deficit
   ⇨ Reducing stock and costs, increasing efficiency.

6. What is the Sales Document type characteristic for Returns?
   ⇨ RE

7. When using the Inclusive Free Goods functionality, your customer gets an extra product that is free of charge. --------- free of charge = gratuit
   ⇨ False

8. A credit memo request was created for a customer's sales order. What must a business user do to create the respective credit memo?
   ⇨ Ensure the billing block on the credit memo request is removed.

9. What characterizes the standard cusomer consignment process?
   ⇨ You send material to the customer while continuing to value it in the delivering plant.

----- consignment = consignație, transport de mărfuri

10. A debit memo was created. What does it mean?
    ⇨ The customer should pay an additional amount of money.