## Sales Order Processing

1. You are looking at the billing due list for one of your customers and proceed to process a bill for them. This action results in which of the following documents?
   1. Material Document
   2. Delivery Document
   3. Accounting Document
   4. Work Order Document

**Answer: c**

1. You are reviewing your account receivables account for one of your customers. You see an open item for this customer. This posting to the accounts receivable for this customer was the result of which of the following? (one correct answer)
   1. Good issue
   2. Delivery
   3. Billing
   4. Sales order
   5. All of the above

**Answer: c**

1. You are editing master data for one of your customers. You are currently editing information in the sales area data. Which of the following can be maintained in the sales area data? (one correct answer)
   1. Customer name
   2. Customer address
   3. Shipping Condition
   4. Customer phone number
   5. Reconciliation Account

**Answer: c**

1. In SAP ERP Sales Order Processing, the goods issue is part of the outbound delivery process. During good issue, all of the following activities take place in the background, except which? (one correct answer)
   1. Stock quantity is reduced by the quantity in delivery
   2. Serial number status is updated
   3. Material document is generated
   4. Stock value in balance sheet is updated
   5. Billing status is updated

**Answer: b**

1. It is possible to change customer address without entering the sales area data (True/False).

**Answer: True**

1. In SAP ERP Sales Order Process, the Distribution Channel plays an important role for the sales area. A colleague has asked you to explain the distribution channel. Which of the following will you say is true of the distribution channel? (one correct answer)
   1. Responsible for negotiating price and sales term with the customer
   2. A means of distributing products to customer
   3. A method of manufacturing products
   4. A location in a plant where materials are differentiated and stored
   5. A legal independent accounting unit

**Answer: b**

1. In SAP ERP Sales Order Processing, organizational levels play an important function in the creation and maintenance of master data. You are about to create a master record for a customer. Which of the following represent valid organizational levels for which this master data can be maintained? (one correct answer)
   1. Client
   2. Sales Area
   3. Company Code
   4. All of the above

**Answer: d**

1. You are explaining the Sales Order Management business process in SAP ERP to a colleague. Which Sales Order Management business process transaction, in SAP ERP, creates a financial accounting document? (one correct answer)
   1. Create a sales order
   2. Release a sales order
   3. Calculate cost on a sales order
   4. Create a billing document

**Answer: d**

1. Your organization is implementing the Sales Order Management Business Process in SAP ERP. The implementation team asks your advice on the assignment of the Sales Order Management organizational levels to other SAP ERP organizational levels. Which of the following statements correctly describe the assignment of Sales Order Management organizational levels in SAP ERP? (3 correct answers)
   1. A plant can have many shipping points.
   2. More than one distribution channel can be assigned to a sales organization.
   3. A sales organization can be assigned to multiple company codes.
   4. A plant can only be assigned to one sales organization.
   5. A sales area can belong to only one company code.

**Answer: a,b,e**

1. 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? (3 correct answers)
   1. The customer's credit account is updated.
   2. On hand inventory is decreased.
   3. Actual demand is reduced.
   4. An open item is posted on the customer's account.
   5. Revenue is increased.

**Answer: a,d,e**

1. In SAP ERP Sales Order Management, you have created and saved a sales order. You are now reviewing the order's schedule lines. Which of the following statements correctly describe schedule lines in SAP ERP? (2 correct answers)
   1. Contains delivery quantities and delivery dates.
   2. The same schedule line can belong to multiple sales line items.
   3. Partial deliveries are represented by multiple schedule lines.
   4. The schedule line determines if a sales line item is free of charge.

**Answer: a,c**

1. A client is running Sales Order Management in SAP ERP. They ask your opinion on distribution channels. You explain distribution channels are used for which of the following? (3 correct answers)
   1. Define responsibilities
   2. Provide rights of recourse for customers
   3. Achieve flexible pricing
   4. Differentiate sales statistics

**Answer: a,c,d**

1. In SAP ERP Sales Order Management, a division is used to group materials and services. A colleague would like to know more about divisions. You describe divisions using which of the following? (4 correct answers)
   1. Represent a product line
   2. Are used to determine what sales area a material is assigned to
   3. There must be at least one for each sales organization
   4. There can be many assigned to a sales organization
   5. Is a means for distributing goods and services to customers

**Answer: a,b,c,d**

1. A client has asked for help in defining sales areas within SAP ERP. They would like to understand the function of sales areas. Which of the following will you say are true of sales areas? (3 correct answers)
   1. To select master data when processing sales orders
   2. Select prices and discounts
   3. Can be assigned to more than one company code
   4. Can sell for only one plant
   5. Defines the distribution channel a sales organization uses to sell products from a given division

**Answer: a,b,e**

1. During the implementation of Sales Order Management in SAP ERP, the implementation team is discussing organizational levels. A Plant is a required organizational level in Sales Order Management. Which of the following are functions of the Plant in Sales Order Management? (3 correct answers)
   1. Is used to determine shipping point
   2. Is used to determine transportation planning point
   3. Can be assigned to more than one sales organization
   4. Represents the location from which you distribute goods or services

**Answer: a,c,d**

1. A customer-material info record is required to complete a sales order in Sales Order Management in SAP ERP (True/False).

**Answer: False**

1. You are creating a new customer master record. In order to be able to process a sales order for this customer, you must maintain several partner functions. Which of the following must be maintained? (4 correct answers)
   1. Payer
   2. Forwarding agent
   3. Ship-to
   4. Contact person
   5. Bill-to
   6. Sold-to

**Answer: a,c,e,f**