



C_TSCM62_67

SAP SD Certification Questions & Answers



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SAP Certified Application Associate - Sales and Distribution with SAP ERP 6.0 EhP7

80 Questions Exam – 65% Cut Score – Duration of 180 minutes

C_TSCM62_67 Practice Test

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C_TSCM62_67 Questions and Answers Set

Questions 1.

Using rental contracts, which settings are mandatory for working with periodic billing?

Note: There are 2 correct answers to this question.

- a) Maintenance of a factory calendar that is assigned to the customer master
- b) Assignment of a billing plan type to the item category of the rental contract item
- c) Maintenance of a separate billing type that is assigned to the sales document type of the rental contract
- d) Assignment of the respective billing relevance (order-relevant billing – billing plan) to the item category of the rental contract item

Answer: b, d

Questions 2.

Which of the following statements regarding outline agreement processes are correct?

Note: There are 3 correct answers to this question.

- a) A scheduling agreement contains fixed delivery dates and quantities.
- b) A value contract states that your customer agrees to purchase a fixed total value (target amount) of goods and services during the defined period.
- c) A quantity contract contains fixed delivery dates and quantities.
- d) When creating sales documents, the system can check if open contracts exist for the customer
- e) A value contract states that your customer agrees to purchase a fixed quantity of goods and services during the defined period.

Answer: a, b, d

Questions 3.

What can you do using "table control" in the context of sales orders?

Note: There are 3 correct answers to this question.

- a) Rearrange the sequence of the table columns
- b) Create a personalized display variant
- c) Define default values for input fields
- d) Hide columns
- e) Adjust the height of the rows

Answer: a, b, d

Questions 4.

What information is derived from the sold-to party customer master in a sales order?

Note: There are 2 correct answers to this question

- a) Shipping conditions
- b) Payment terms
- c) Incoterms
- d) Invoice address

Answer: a, c

Questions 5.

Which statements regarding consignment processing are correct?

Note: There are 2 correct answers to this question.

- a) The consignment stock is mapped using a separate plant.
- b) The consignment issue requires a delivery document.
- c) The consignment pick-up is relevant for billing.
- d) The consignment issue document is relevant for billing.

Answer: b, d

Questions 6.

Which SAP NetWeaver components realizes cross-system application processes?

Note: Please choose the correct answer.

- a) SAP Exchange Infrastructure (SAP XI) / SAP Process Integration (SAP PI)
- b) SAP Master Data Management (SAP MDM)
- c) SAP Enterprise Portal (SAP EP)
- d) SAP Business Warehouse (SAP BW)

Answer: a

Questions 7.

A customer is to be billed on the last day of the month, regardless of which day of the month the order and delivery are processed. Which of the following procedures will fulfill this requirement?

Note: Please choose the correct answer.

- a) Maintaining a customer-specific billing due list variant and scheduling a periodic job.
- b) Maintaining a factory calendar with a single date per month and assigning it to the customer master record of the payer.
- c) Maintaining a billing date profile and assigning it to the sales document type.
- d) Using the condition technique, assigning a billing date determination profile to the customer master record of the payer.

Answer: b

Questions 8.

At which organizational level is the availability check (ATP) performed for a sales order?

Note: Please choose the correct answer.

- a) Cross-company code
- b) Warehouse number
- c) Sales organization
- d) Plant

Answer: d

Questions 9.

What Service Desk feature provides all the functions to analyze and monitor an entire SAP solution centrally?

Note: Please choose the correct answer.

- a) Root cause analysis
- b) Implementation Roadmap
- c) SAP Notes
- d) SAP Solution Manager diagnostics

Answer: d

Questions 10.

You want to restrict the materials a customer can order. What do you use to achieve this?

Note: Please choose the correct answer.

- a) Material listin
- b) Product hierarchy
- c) Material group
- d) Assortment module

Answer: a

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