

# DUMPS ARENA

## SAP Certified Associate - Sales and Distribution, ERP 6.0 EhP7

SAP C TSCM62 67

Version Demo

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**QUESTION NO: 1**

Which of the following are characteristics of value contracts? (Choose two)

- A. Value contracts have schedule lines.
- B. Value contracts require release orders.
- C. Value contracts cannot perform an availability check (ATP).
- D. Value contracts can have any target quantity.

**ANSWER: B C**

**QUESTION NO: 2**

What steps are included in the cash sales process? (Choose two)

- A. When you save the cash sales, the system prints a document – BA00 – that can be given to the customer as an order confirmation.
- B. When you save the cash sales, the system prints a document that can be given to the customer as an invoice. This document is controlled with output type RD03.
- C. When you save the cash sales, the system automatically creates a delivery.
- D. When you save the cash sales, there is no need for a delivery and goods issue posting because the customer receives the products immediately.

**ANSWER: B C**

**QUESTION NO: 3**

During the sales order process, in which document can you assign packing materials for the first time?

- A. Sales order document
- B. Transfer order document
- C. Goods issue document
- D. Delivery document

**ANSWER: A**

**QUESTION NO: 4**

For which of the following can you use a distribution channel? (Choose two)

- A. To determine the address in the output of the order confirmation
- B. To assign a delivery plant for sales processes
- C. To distinguish material master data used during sales order processing
- D. To determine the transportation scheduling for a material during sales order processing

**ANSWER: B C**

**QUESTION NO: 5**

Which of the following parameters can you set in the schedule line category? (Choose three)

- A. Transfer of requirements
- B. Delivery type
- C. Shipping condition
- D. Movement type
- E. Availability check

**ANSWER: A D E**

**QUESTION NO: 6**

What can be identified as the most likely reason for a delivery split in a collective delivery run?

- A. The shipping conditions of two separate items in the sales order differ from one another.
- B. The loading group of one of the items in the sales order differs from the others.
- C. The sales order line items have the same route and the same shipping point, but different ship-to parties.
- D. The physical weight of the total line items exceeds the capacity of the truck that is being used to deliver the product.

**ANSWER: C**

**QUESTION NO: 7**

What is the purpose of the moving price or standard price in the Accounting view in the material master? (Choose two)

- A. To determine the value that is used for the accounting document when posting goods issue

- B. To display the average net sales price of this material during the last year
- C. To define the value that is used when posting the receivables for a customer ordering this material
- D. To display statistical information for the costs in the pricing environment of a sales order

**ANSWER: A D**

#### **QUESTION NO: 8**

You have set up condition type K029 as a gross-weight-calculated discount based on the material group. You now want to implement this for ordered materials belonging to the same material group. The system should accumulate the gross weight of the items to determine the scale rate.

For the required weight accumulation, which of the following must you use for condition type K029?

- A. Group condition
- B. Condition supplements
- C. Scale basis
- D. Scale formula

**ANSWER: A**

#### **QUESTION NO: 9**

How does SAP make new functions of the SAP ERP system available to the customer?

- A. Via enhancement packages
- B. Via Support Packages
- C. Via best practices
- D. Via add-ons

**ANSWER: A**

#### **QUESTION NO: 10**

In addition to the external balance sheet, you want to create an internal balance sheet based on additional criteria – particularly with regard to divisions.

How do you fulfill this requirement?

- A. Create business areas and assignment rules to determine the particular business area.

- B.** Create business areas and assign them directly to company codes.
- C.** Create business areas and assign them by using the account assignment group for payers.
- D.** Create an additional company code that is flagged as relevant for the internal balance sheet.

**ANSWER: A**