

# DUMPS ARENA

## SAP Certified Associate - SAP Business ByDesign Implementation Consultant

SAP C BYD15 1908

Version Demo

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**QUESTION NO: 1**

Which structure type for financial reporting structures is not based on general ledger accounts?

- A. Income statement by nature of expense
- B. Cash Flow Statement (Indirect Method)
- C. Income statement by function of expense
- D. Cash Flow Statement (Direct Method)

**ANSWER: A****Explanation:**

An income statement by nature of expense is not based on general ledger accounts and is instead based on the categorization of expenses based on their purpose, such as personnel costs, rent, utilities, etc. This type of financial reporting structure is useful for quickly analyzing the composition of a company's expenses.

**QUESTION NO: 2**

Which of the following tasks can sales planning do?

Note: There are 3 correct answers to this question.

- A. Copy targets from MS Excel
- B. Change aggregated plan data in MS Excel
- C. Copy sales plans and adjusting them for the next planning period
- D. Make the plan, forecast, and actual reports available as standard analytics content
- E. Simulate target achievements based on last year's sales volume

**ANSWER: A C E****Explanation:**

The correct answers to this question are A. Copy targets from MS Excel, C. Copy sales plans and adjusting them for the next planning period, and E. Simulate target achievements based on last year's sales volume. With SAP Sales Planning, you can copy targets from MS Excel, copy sales plans and adjust them for the next planning period, and simulate target achievements based on last year's sales volume. Additionally, you can create a set of custom analytics content to make the plan, forecast, and actual reports available as standard analytics content. Reference:

<https://help.sap.com/viewer/1f3d3b3e3c8f4e4389f4a2b9a4e20e70/1911/en-US/2e26fcfcdf6a4d6e9e6a9a3f3c8e3e7d.html>

**QUESTION NO: 3**

Which of the following design characteristics apply to the user interface for SAP Business ByDesign?

Note: There are 2 correct answers to this question.

- A. The work center content is predefined and equal for all work centers.
- B. Users can create shortcuts to specific work center views or common tasks.
- C. The layout of the user interface is consistent across all parts of the solution.
- D. Users can reposition the navigation bar to the left, top or bottom of the screen.

**ANSWER: B C**

#### QUESTION NO: 4

Which activities are available in the over the counter sales process?

Note: There are 2 correct answers to this question.

- A. Managing receivables
- B. Creating quotes
- C. Managing warehouse tasks
- D. Outbound delivery

**ANSWER: A D**

#### QUESTION NO: 5

A product can be produced as "Make-to-Stock" and "Make-to-Order". The product is not batch managed.

Which "Identified Stock type" value do you need to maintain in the product master?

- A. Identified Stock
- B. Optional Specified Stock
- C. Mandatory Specified Stock
- D. Lot

**ANSWER: B**

#### Explanation:

The "Identified Stock type" value that needs to be maintained in the product master for a product that can be produced as "make-to-stock" and "make-to-order" and is not batch managed is "Optional Specified Stock" (B). This type of stock is used when the customer specifies the batch or serial number of the product that they want to purchase, but the company does not

need to track the batch or serial number in the system. This allows the company to be flexible and produce the product as either "make-to-stock" or "make-to-order", depending on customer demand.

**QUESTION NO: 6**

Which steps are covered in the marketing-to-sales scenario?

Note: There are 3 correct answers to this question.

- A. Create contacts from landing pages
- B. Convert follow-up sales documents
- C. Capture responses from campaigns
- D. Qualify leads and hand-over to sales
- E. Plan marketing budgets

**ANSWER: B C D****QUESTION NO: 7**

In which of the following settings do you maintain the payment terms to be automatically determined in sales orders?

- A. In the company settings
- B. In the account settings
- C. In the product settings
- D. In the ship-from settings

**ANSWER: A****QUESTION NO: 8**

Which CRM business areas does SAP Business ByDesign provide to support customer engaging scenarios?

Note: There are 3 correct answers to this question.

- A. Marketing and presales communication
- B. Low-touch sales (for example, commerce integration)
- C. Campaign execution for social media channels
- D. Multi-step marketing automation
- E. High-touch sales (for example, opportunity management)

**ANSWER: A B E**

**QUESTION NO: 9**

An external consultant is ordered to work in a customer project

He is staffed to a work package with service W.

The purchase order contains service O.

The sales order linked to the task contains service S.

Which one of the following services is the external consultant allowed to record in the time sheet?

- A. The external consultant can record only the ordered service O .
- B. The external consultant can record any of the services.
- C. The external consultant can record only the work package service W.
- D. The external consultant can record only the sold service S.

**ANSWER: C**

**Explanation:**

The external consultant is allowed to record the work package service W in the timesheet according to SAP Business ByDesign Implementation Consultant Study Manual. The service W is the service that was assigned to the work package and it is the service that the external consultant is responsible for. The other services (O, S) are irrelevant to the task and should not be recorded in the timesheet. Therefore, the correct answer is C) The external consultant can record only the work package service W.

**QUESTION NO: 10**

A company needs to provide statutory reporting in local GAAP within its country of registration.

In addition, IFRS statutory reports are necessary due to group reporting.

Which one of the following approaches can achieve multi-GAAP reporting in SAP Business ByDesign?

- A. Define one company with a local accounting principle and one with an accounting principle IFRS.
- B. Close your accounting period in local GAAP and do adjustment postings to achieve IFRS.
- C. Define one set of books with a local accounting principle and one set of books with an accounting principle IFRS.
- D. Define one ledger for the local accounting principle and one ledger with an accounting principle IFRS.

**ANSWER: C**