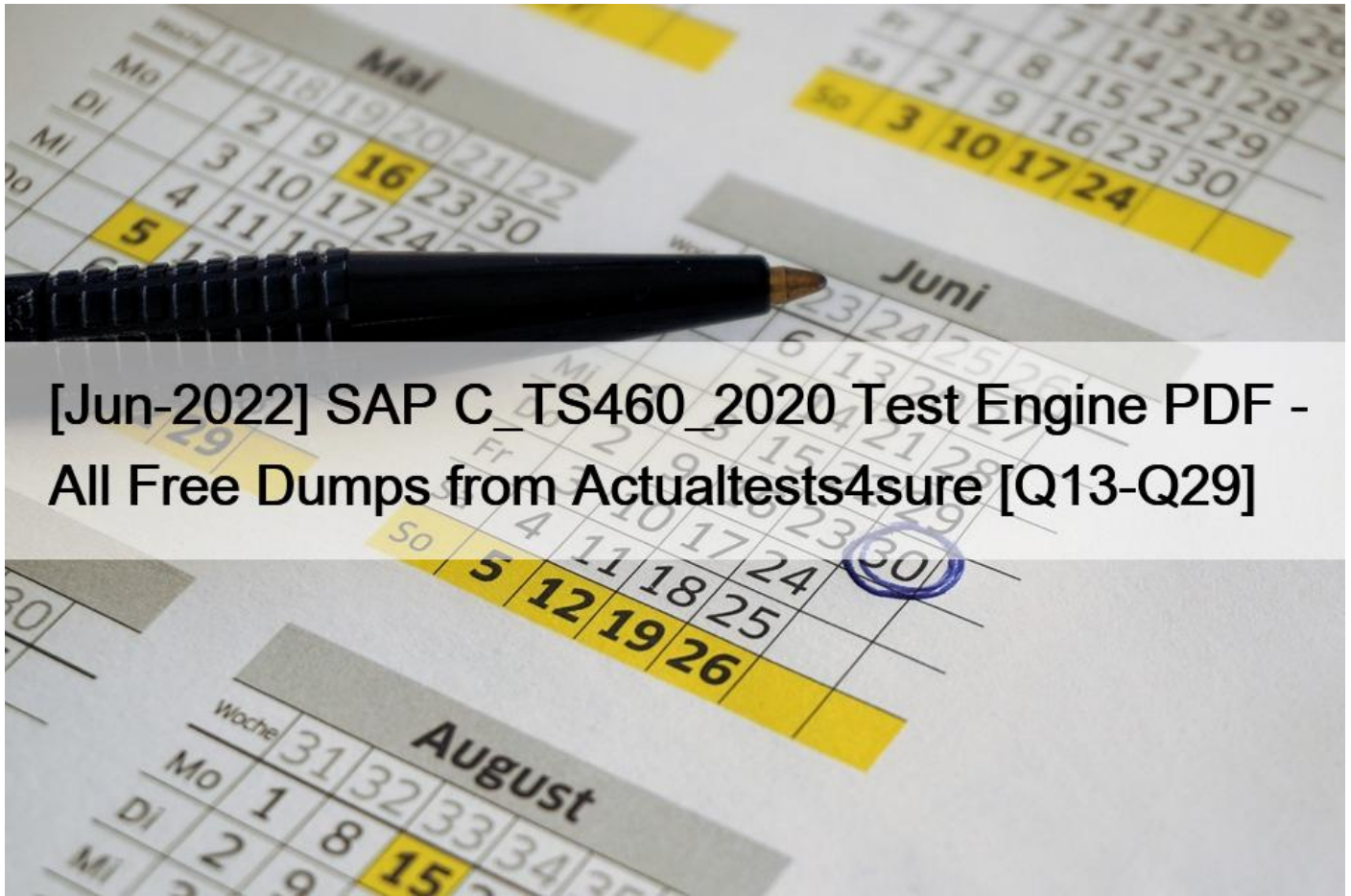


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NEW QUESTION 13

Which of the following are features of the SAP HANA database? Note: There are 2 correct answers to this question.

- * Row store tables are particularly efficient for analytical applications.
- * Column store tables are automatically compressed.
- * The entire enterprise database is always held in memory.
- * SAP HANA uses a combination of column-based and row-based storage.

NEW QUESTION 14

What can you do with the help of the Manage Billing Documents app? During an ATP check for a sales order item. Choose Two correct answers.

- * Cancel billing documents
- * Post billing documents
- * Approve billing documents
- * Block billing documents

NEW QUESTION 15

Which tools are available within SAP S/4HANA to support operational reporting? Note: There are 2 correct answers to this question.

- * SAP Lumira Designer
- * SAP Analytics Cloud
- * SAP Smart Business cockpit
- * Query Browser

NEW QUESTION 16

What does the schedule line category control? Note: There are 3 correct answers to this question.

- * Item relevant for delivery
- * Delivery block
- * Storage location required
- * Relevant for picking
- * Purchasing document type

NEW QUESTION 17

What do you have to put in place in order to use invoice lists? Note: There are 2 correct answers to this question.

- * Assign a common payer to all customer master records to be included.
- * Assign an invoice list type to the billing factory calendar.
- * Assign all customers to be included to the common payer master record.
- * Assign an invoice list type to the billing types to be included.

NEW QUESTION 18

In the SAP organizational structure for sales, which entity represents your strategy to distribute goods and/or services to your customers? Choose the correct answer.

- * Sales group
- * Sales organization
- * Distribution channel
- * Division

NEW QUESTION 19

Where do you configure whether billing should be order-related or delivery-related? Choose the correct answer.

- * Delivery type
- * Delivery document item category

- * Sales document item category
- * Sales order type

NEW QUESTION 20

In a delivery-related billing process, how can you force an automatic new price determination during billing document creation? Choose the correct answer.

- * Select a pricing-relevant billing document type.
- * Select a relevant pricing type in copying control at header level.
- * Select a relevant pricing type in copying control at item level.
- * Select a pricing-relevant billing item category.

NEW QUESTION 21

What is a prerequisite for delivery-related billing? Choose the correct answer.

- * You need a delivery for which the invoicing date was posted.
- * You need a delivery item category that is configured to be billing relevant.
- * You need a delivery for which goods issue was posted.
- * You need a delivery type that is configured for delivery-related billing.

NEW QUESTION 22

You want to prevent delivery creation when a required field is left empty during sales order entry. How can you achieve this?

- * Select the Warning indicator for the field in the incompleteness procedure.
- * Set the dialog message for incompleteness for the sales document type.
- * Assign an incompleteness procedure to the respective delivery item categories.
- * Assign an applicable status group to the field that should be checked for completeness.

NEW QUESTION 23

Which characteristics apply to listing and exclusion functionality? Note: There are 2 correct answers to this question.

- * A single sales document can have both listing and exclusion procedures assigned simultaneously.
- * Listing and exclusion is based on BRFplus tables.
- * The listing and exclusion procedures are determined in the same way as a free goods determination procedure in a sales order.
- * The sales document type determines whether the system must check the material listing.

NEW QUESTION 24

You want to overwrite the shipping conditions from the customer master to always have the same value for all product returns. Where do you maintain this?

- * Item category
- * Partner determination for sales document header
- * Customer sales and distribution data
- * Sales document type

NEW QUESTION 25

What are some of the characteristics of text determination? Note: There are 2 correct answers to this question.

- * The text type in the text determination procedure can be set to appear in a pop-up window during copying.
- * Pricing condition record texts can be used as a standard text source.

- * Customer text types are determined by the access sequence in the text determination procedure.
- * Each step in the access sequence has a text type as its source.

NEW QUESTION 26

To what do you assign a material exclusion procedure? Choose the correct answer.

- * Sales itemcategory
- * Schedule line category
- * Sales document type
- * Copy control for sales documents

NEW QUESTION 27

You have created a sales order in a standard SAP S/4HANA system. Upon saving, you receive a system message that a business partner of a specific partner function is missing. Which of the following partner functions can cause this problem? Choose Two correct answers.

- * Payer
- * Contact person
- * Bill-to party
- * Forwarding agent

NEW QUESTION 28

Which of the following settings can you configure in the sales document type? Note: There are 3 correct answers to this question.

- * Billing relevance
- * Structure scope
- * Billing block
- * Default delivery type
- * Read info record

NEW QUESTION 29

Your project requires material determination in a sales order if the ordered material is NOT available. How do you achieve this? Choose the correct answer.

- * Set up a material determination record with a suitable substitution reason.
- * Deactivate the material availability check and use material determination.
- * Set up the access sequence to perform a quantity check for the material.
- * Set up an availability check in the material determination record.

SAP S/4HANA Sales Upskilling Certification Exam Topics:

Topic Areas Topic Details, Courses, Books Weighting Sales Explain and perform tasks relating to the use and customizing of Sales

Documents. TSCM60,S4SD1 OR SCM600,SCM605,S4SD1 > 12% Shipping Explain the use and customizing of shipping transactions. TSCM60 OR SCM605,SCM610 8% - 12% Pricing Explain and perform tasks relating to pricing and condition technique. TSCM62,S4SD1 OR SCM620,S4SD1 18% - 12% Cross-functional Customizing Maintain customization settings required to perform cross-functional business processes. TSCM62 OR SCM650 < 8%

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