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NEW QUESTION: 1

Which features characterize SAP CoPilot as open and extensible? Note: There are 2 correct answers to this question.

- A. SAP CoPilot contains natural language processing (NLP) functionality.
- B. SAP CoPilot uses machine learning functionality to gain knowledge.
- C. SAP CoPilot supports bots, agents, and application programming interfaces.
- D. SAP CoPilot integrates with SAP and non-SAP solutions.

Answer: A,C (LEAVE A REPLY)

NEW QUESTION: 2

Which approach will retain most historic transactional data when you move from SAP ERP to SAP S/4HANA on premise?

- A. System conversion
- B. New implementation
- C. Landscape transformation
- D. System copy

Answer: A (LEAVE A REPLY)

NEW QUESTION: 3

A customer wants to start a project to upgrade their current SAP ERP 6.0 system to SAP S/4HANA. What are some of the main differences between the two systems? Note: There are 3 correct answers to this question.

- A. SAP S/4HANA output management (using BRFplus functionality) must be used for all SD-related output.
- B. The business partner approach replaces the ERP SD customer master record.
- C. SAP SCM global ATP replaces ERP SD availability checking.
- D. SAP Credit Management replaces ERP SD Credit Management.
- E. Settlement management replaces ERP SD Rebates.

Answer: B,D,E ([LEAVE A REPLY](#))

NEW QUESTION: 4

Which of the following assignments regarding organizational units are possible in Sales and Distribution?

Note: There are 2 correct answers to this question.

- A. You can assign multiple shipping points to one plant.
- B. You can assign multiple storage locations to one shipping point.
- C. You can assign multiple divisions to one sales organization.
- D. You can assign a sales organization to multiple company codes.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 5

How does the process flow of SAP Smart Business for sales order fulfillment help you?

Note: There are 2 correct answers to this question.

- A. It provides access to actions to solve process problems.
- B. It enables the assignment of release orders to be reversed.
- C. It highlights issues using status colors.
- D. It provides access to make corrections in master data.

Answer: A,D ([LEAVE A REPLY](#))

NEW QUESTION: 6

You want to prevent business users from changing payment terms in individual sales document items.

Where do you configure this?

- A. Copy control
- B. Schedule line category
- C. Item category
- D. Sales document type

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 7

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

- A. Select a relevant pricing type in copying control at header level.

- B. Select a pricing-relevant billing document type.
- C. Select a pricing-relevant billing item category.
- D. Select a relevant pricing type in copying control at item level.

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 8

A business user needs to display the document flow for a sales process and visualize all relevant preceding and subsequent documents. Which activities do you suggest? Choose Two correct answers.

- A. Go to the Manage Sales Orders app on the SAP Fiori launchpad and select a sales order.
- B. Go to the sales order and select the icon Display Document Flow.
- C. Go to the accounting document and select the icon Display Document Flow.
- D. Go to the material document and select the icon Display Document Flow.

Answer: A,B ([LEAVE A REPLY](#))

NEW QUESTION: 9

Which fields must contain the same values for multiple sales orders and/or deliveries so that they can be combined into one billing document? Note: There are 3 correct answers to this question.

- A. Company code
- B. Material group
- C. Bill-to party
- D. Terms of payment
- E. Shipping point

Answer: C,D,E ([LEAVE A REPLY](#))

NEW QUESTION: 10

How can you use tile groups to personalize the SAP Fiori launchpad for a user? Note: There are 2 correct answers to this question.

- A. Add different catalogs to a group.
- B. Create a group centrally in the system.
- C. Add tiles from a catalog to a group.
- D. Add a group from a catalog to a tile.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 11

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

- A. The text type in the text determination procedure can be set to appear in a pop-up window during copying.

- B. Pricing condition record texts can be used as a standard text source.
- C. Each step in the access sequence has a text type as its source.
- D. Customer text types are determined by the access sequence in the text determination procedure.

Answer: A,C ([LEAVE A REPLY](#))

NEW QUESTION: 12

Which of the following simplification items are part of the simplification list for sales? Note: There are 3 correct answers to this question.

- A. Custom code check for deprecated SD transactions and BAPIs
- B. SD Foreign Trade will run in parallel (coexist) with SAP Global Trade Services (GTS)
- C. Optimized parallel execution of conversion reports for SD
- D. Pricing data model changes
- E. Transaction MIGO is obsolete in SAP S/4HANA

Answer: A,C,D ([LEAVE A REPLY](#))

NEW QUESTION: 13

Which of the following are controlled at the billing type level? Note: There are 2 correct answers to this question.

- A. Billing plan type
- B. Account determination
- C. Billing relevance
- D. Posting block

Answer: B,D ([LEAVE A REPLY](#))

NEW QUESTION: 14

You purchase materials from a third party supplier for sale and delivery to your customers. You want to ensure that creation of a sales order automatically results in the creation of a purchasing document. How can you do this? Note: There are 2 correct answers to this question.

- A. Use an item category in which the Schedule Lines Allowed field is activated.
- B. Use a schedule line category in which a purchasing document type is specified.
- C. Use a sales document type in which the Reference Mandatory field is activated.
- D. Use an item category in which the Item Relevant for Delivery field is set.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 15

Your customer wants to bill maintenance services on the last day of every month. What kind of billing functionality should they use?

- A. Installment plan
- B. Payment plan

C. Milestone billing plan

D. Periodic billing plan

Answer: D (LEAVE A REPLY)

NEW QUESTION: 16

Which of the following are valid combinations of fields for determining the item category for a sales document item? Note: There are 3 correct answers to this question.

A. Sales Document Type and Item Category Group

B. Sales Document Type, Division, Usage, and Higher Level Item Category

C. Sales Document Type, Item Category Group, Usage, and Higher Level Item Category

D. Sales Document Type and Usage

E. Sales Document Type, Item Category Group, and Division

Answer: A,C,E (LEAVE A REPLY)

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NEW QUESTION: 17

You want to combine items from different sales orders into one delivery document. Which fields need to have the same values in every sales order item you want to combine? Note: There are 2 correct answers to this question.

A. Terms of payment

B. Shipping point

C. Transportation zone

D. Incoterms

Answer: (SHOW ANSWER)

NEW QUESTION: 18

You want your organization to support cross-division sales. Where do you set this in Customizing?

A. Item category

B. Sales document type

C. Sales organization

D. Distribution channel

Answer: B (LEAVE A REPLY)

NEW QUESTION: 19

You want to use the AMIW condition type to enforce a minimum order value in your sales orders. How do you set up this requirement?

- A. As a group condition
- B. With a graduated-to interval scale
- C. As a header condition
- D. With a calculation formula

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 20

Which of the following elements are used in the account determination during billing? Note: There are 3 correct answers to this question.

- A. Account key
- B. Account assignment group for sold-to party
- C. Credit control area
- D. Chart of accounts
- E. Account assignment group for material

Answer: A,D,E ([LEAVE A REPLY](#))

NEW QUESTION: 21

What are some key characteristics of SAP Smart Business? Note: There are 3 correct answers to this question.

- A. SAP Smart Business is based on an exception-based working model.
- B. SAP Smart Business is based on SAP BW/4HANA.
- C. SAP Smart Business cannot be tailored to key roles in the organization.
- D. SAP Smart Business contains a multi-device user interface because it is based on SAP Fiori.
- E. SAP Smart Business offers KPI visualizations via tiles in the SAP Fiori launchpad.

Answer: A,C,D ([LEAVE A REPLY](#))

NEW QUESTION: 22

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

- A. Item relevant for delivery
- B. Delivery block
- C. Relevant for picking
- D. Purchasing document type
- E. Storage location required

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 23

Which of the following are characteristics of the multi-dimensional reporting client (MDRC) in SAP S/4HANA embedded analytics? Note: There are 2 correct answers to this question.

- A. Although MDRC is embedded in SAP S/4HANA, it requires a separate installation.
- B. MDRC includes drilldown, sort, and filters as key capabilities.
- C. MDRC is based on ABAP Web Dynpro.
- D. Data read and transformation activities are scheduled via a batch job.

Answer: B,C (LEAVE A REPLY)

NEW QUESTION: 24

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

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

Answer: A,B (LEAVE A REPLY)

NEW QUESTION: 25

Which statements apply to SAP CoPilot? Note: There are 2 correct answers to this question.

- A. SAP CoPilot runs on a separate server and completely replaces the SAP Fiori launchpad.
- B. SAP CoPilot can only access and work with an SAP S/4HANA system.
- C. SAP CoPilot enables you to access and work with SAP applications using your natural language.
- D. SAP CoPilot is SAP's digital assistant and bot integration hub for the entire enterprise.

Answer: C,D (LEAVE A REPLY)

NEW QUESTION: 26

Which of the following options are available when using the SAP Fiori app Manage Sales Item Proposals?

Note: There are 3 correct answers to this question.

- A. Store the customer's own product code for a material.
- B. Store frequently ordered products for a customer.
- C. Display a list of assigned customers for each sales item proposal.
- D. Override the customer's standard delivery priority.
- E. Store frequently ordered quantities for products.

Answer: B,C,E (LEAVE A REPLY)

NEW QUESTION: 27

Where can you set a condition exclusion indicator? Note: There are 2 correct answers to this question.

- A. In the condition record
- B. In the access sequence
- C. In the condition type
- D. In the pricing procedure

Answer: ([SHOW ANSWER](#))

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