Vendor:SAP

Exam Code:C_TSCM62_67

Exam Name:SAP Certified Application Associate - Sales and Distribution, ERP 6.0 EhP7

Version: Demo

QUESTION 1

How are Enterprise Services (ES) for the SAP Business Suite made available to the customer?

A. Via Enhancement Packages

B. Via Add-ons

C. Via Support Packages

D. Via Best Practices

Correct Answer: A

QUESTION 2

What is used to determine a pricing procedure? (Choose three.)

A. Sales document type

B. Sales area

C. Sold-to party

D. Ship-to party

E. Item category

Correct Answer: ABC

QUESTION 3

What does the Schedule Line configuration control? (Choose three.)

A. Movement type

B. Availability check

C. Transfer of requirements

D. Returns

E. Delivery group

Correct Answer: ABC

QUESTION 4

You have maintained condition records for a sales discount on different levels. If multiple condition records for this

discount are found within a sales order, only the best condition for the customer should be active.

How do you implement this business requirement?

A. Use group conditions.

B. Use a reference condition type.

C. Use hierarchy accesses.

D. Use condition exclusion.

Correct Answer: D

QUESTION 5

What is a transaction variant used for? (Choose two.)

A. To add fields

B. To enter default values in fields

C. To hide screens

D. To control the field length

Correct Answer: BC

QUESTION 6

A customer is to be billed on the last day of every month, regardless of when the order and the delivery are processed.

Which procedure fulfills this requirement?

A. Maintain a factory calendar with a single date per month and assign it to the customer master record of the payer.

B. Maintain a billing date profile and assign it to the sales document type.

C. Maintain a customer-specific billing due list variant and schedule a periodic job.

D. Use the condition technique and assign a billing date determination profile to the customer master record of the payer.

Correct Answer: A

QUESTION 7

Which of the following settings apply to inquiries and quotes? (Choose two.)

A. Billing relevant

B. Schedule line allowed

C. Order reason required

D. Pricing relevant

Correct Answer: BD

QUESTION 8

Your company wants to set up a freight surcharge with scale based on a total weight of all items in a sales order.

How do you set up this requirement?

A. With a graduated-to interval scale

B. As a header condition

C. With a calculation rule

D. As a group condition

Correct Answer: D

QUESTION 9

Which technique can be used to replace a block of SAP source code with customer source code?

A. Customer exit

B. Business Add-in (BAdI)

C. User exit

D. Enhancement section

Correct Answer: D

QUESTION 10

What is controlled by the item category of a sales document item? (Choose three)

A. Whether an item is relevant for billing

B. Whether an item is relevant for pricing

C. Whether a customer-material info record is read

D. Whether you can reject an item in a sales order

E. Whether you can create schedule lines for the item.

Correct Answer: ABE

QUESTION 11

What are characteristics of a shipping point? (Choose three.)

A. Loading group is used for shipping point determination.

B. Shipping points are required for delivery processing.

C. Shipping points are assigned to a storage location.

D. Shipping points are assigned to plants.

E. Shipping points are used to create transfer orders.

Correct Answer: ABD

QUESTION 12

Which of the following statements regarding the free goods process is correct?

A. Free goods with an exclusive bonus quantity must contain the same material for both the ordered goods and the free goods.

B. Free goods with an inclusive bonus quantity will always be generated without a subitem.

C. The free goods calculation rule only allows for whole unit free goods bonus increments.

D. Free goods with an exclusive bonus quantity will always be generated with a subitem.

Correct Answer: D