

# SAP EDUCATION

## SAMPLE QUESTIONS: C\_TSCM62\_66

SAP Certified Application Associate - Sales and Distribution, ERP 6.0 EhP6

Disclaimer: These sample questions are for self-evaluation purposes only and do not appear on the actual certification exams. Answering the sample questions correctly is no guarantee that you will pass the certification exam. The certification exam covers a much broader spectrum of topics, so do make sure you have familiarized yourself with all topics listed in the exam competency areas before taking the certification exam.

### Questions

1. What criteria can influence the determination of the picking location for outbound deliveries?

Note: There are 2 correct answers to this question.

a)	<input type="radio"/>	Plant
b)	<input type="radio"/>	Loading group
c)	<input type="radio"/>	Storage condition
d)	<input type="radio"/>	Transportation group

2. Which statement relating to the determination of the delivering plant in a sales order item is correct?

Please choose the correct answer.

a)	<input type="radio"/>	If there is no default value for the delivering plant defined in the material master, the plant is copied from the item category.
b)	<input type="radio"/>	The delivering plant is derived from the sales document type.
c)	<input type="radio"/>	The delivering plant of a sales order item can be changed after delivery creation.
d)	<input type="radio"/>	The delivering plant can be defined in the material master record, customer master record, and customer material info record.

3. What is the purpose of the condition type in the pricing process?

Please choose the correct answer.

a)	<input type="radio"/>	To define what condition types should be taken into account and in what sequence
b)	<input type="radio"/>	To define the key fields of the condition records
c)	<input type="radio"/>	To control the properties of pricing conditions
d)	<input type="radio"/>	To structure the hierarchy for condition record access

4. You have a rental contract with your customer and you want to invoice them an agreed amount each month for the rental item.

How do you set up the system so that the item is invoiced periodically by the collective billing run?

Note: There are 2 correct answers to this question.

a)	<input type="radio"/>	Assign a billing plan type for periodic billing to the item category of the rental contract item.
b)	<input type="radio"/>	Assign an invoicing date calendar in the sales area data of the customer master.
c)	<input type="radio"/>	Maintain a billing plan type for periodic billing.
d)	<input type="radio"/>	Set up date proposal maintenance in Customizing with the desired percentage of the amount to be invoiced periodically.

5. At which organizational level is the availability check (ATP) performed for a sales order?  
Please choose the correct answer.

a)	<input type="radio"/>	Warehouse number
b)	<input type="radio"/>	Cross-company-code
c)	<input type="radio"/>	Plant
d)	<input type="radio"/>	Sales organization

6. When a delivery item is created with reference to a sales order, how is the item category in the outbound delivery determined?

Please choose the correct answer.

a)	<input type="radio"/>	It is copied from the corresponding item of the sales document.
b)	<input type="radio"/>	Using copy control between the sales document type and the delivery type
c)	<input type="radio"/>	It is based on the delivery type, item category group, and item usage.
d)	<input type="radio"/>	It is proposed from the material master.

7. You want to enhance an existing print document that is based on a SAPscript form with a new field that does not require separate preparation logic.

Which statement is correct?

Please choose the correct answer.

a)	<input type="radio"/>	You have to create a new access sequence with an access step on a condition table and the new field as the key.
b)	<input type="radio"/>	You must create a new printout program with the new field.
c)	<input type="radio"/>	If the field exists in the relevant communication structure, you can implement the enhancement directly in the SAPscript form.
d)	<input type="radio"/>	You have to create a new output type and assign it to the changed SAPscript form.

8. What settings, related to the delivery process, are configured in sales document types?

Note: There are 3 correct answers to this question.

a)	<input type="radio"/>	Default shipping point
b)	<input type="radio"/>	Delivery relevance
c)	<input type="radio"/>	Default delivery type
d)	<input type="radio"/>	Requested delivery date
e)	<input type="radio"/>	Immediate delivery

9. Within pricing, you want to calculate a surcharge based on a predefined subtotal level.

How do you configure this requirement?

Please choose the correct answer.

a)	<input type="radio"/>	Maintain the predefined condition subtotal at the reference-step level in the pricing procedure for the surcharge condition type.
b)	<input type="radio"/>	Assign the subtotal level as the calculation basis in the condition record of the surcharge.
c)	<input type="radio"/>	Maintain the condition subtotal that will be used to determine the calculation basis as a calculation type within the condition type itself.
d)	<input type="radio"/>	Assign a condition base value formula within the pricing procedure for the surcharge condition type.

10. Which of the following statements regarding outline agreement processes are correct?

Note: There are 3 correct answers to this question.

a)	<input type="radio"/>	A scheduling agreement contains fixed delivery dates and quantities.
b)	<input type="radio"/>	A value contract states that your customer agrees to purchase a fixed total value (target amount) of goods and services during the defined period.
c)	<input type="radio"/>	A quantity contract contains fixed delivery dates and quantities.
d)	<input type="radio"/>	When creating sales documents, the system can check if open contracts exist for the customer.
e)	<input type="radio"/>	A value contract states that your customer agrees to purchase a fixed quantity of goods and services during the defined period.

11. What is a typical process sequence in Product Sale from Stock?

Please choose the correct answer.

a)	<input type="radio"/>	Incoming order → goods receipts/transport → dunning and payment → billing
b)	<input type="radio"/>	Purchase requisition → billing → transport/goods receipts → dunning and payment
c)	<input type="radio"/>	Incoming order → delivery/transport → billing → dunning and payment
d)	<input type="radio"/>	Purchase requisition → delivery/transport → dunning and payment → billing

12. What information is derived from the sold-to party customer master in a sales order?

Note: There are 2 correct answers to this question.

a)	<input type="radio"/>	Invoice address
b)	<input type="radio"/>	Incoterms
c)	<input type="radio"/>	Payment terms
d)	<input type="radio"/>	Shipping conditions

13. Which of the following statements regarding delivery-related billing are correct?

Note: There are 2 correct answers to this question.

a)	<input type="radio"/>	The delivery-related billing relevance is set within the sales document type.
b)	<input type="radio"/>	Within the sales order item, it is possible to change the billing relevance from order-related to delivery-related.
c)	<input type="radio"/>	The delivery-related billing relevance is set within the item category.
d)	<input type="radio"/>	In delivery-related billing, the billing type is proposed based on the configuration of the sales document type used.

14. What information about free goods is maintained in the condition record?

Note: There are 2 correct answers to this question.

a)	<input type="radio"/>	Item category of the subitem
b)	<input type="radio"/>	Calculation rule
c)	<input type="radio"/>	Maximum quantity of the main item
d)	<input type="radio"/>	Bonus quantity type (exclusive or inclusive)

## Solutions

1 a) Correct	2 a) Incorrect	3 a) Incorrect	4 a) Correct	5 a) Incorrect
1 b) Incorrect	2 b) Incorrect	3 b) Incorrect	4 b) Incorrect	5 b) Incorrect
1 c) Correct	2 c) Incorrect	3 c) Correct	4 c) Correct	5 c) Correct
1 d) Incorrect	2 d) Correct	3 d) Incorrect	4 d) Incorrect	5 d) Incorrect

6 a) Correct	7 a) Incorrect	8 a) Incorrect	9 a) Correct	10 a) Correct
6 b) Incorrect	7 b) Incorrect	8 b) Incorrect	9 b) Incorrect	10 b) Correct
6 c) Incorrect	7 c) Correct	8 c) Correct	9 c) Incorrect	10 c) Incorrect
6 d) Incorrect	7 d) Incorrect	8 d) Correct	9 d) Incorrect	10 d) Correct
		8 e) Correct		10 e) Incorrect
11 a) Incorrect	12 a) Incorrect	13 a) Incorrect	14 a) Incorrect	
11 b) Incorrect	12 b) Correct	13 b) Incorrect	14 b) Correct	
11 c) Correct	12 c) Incorrect	13 c) Correct	14 c) Incorrect	
11 d) Incorrect	12 d) Correct	13 d) Correct	14 d) Correct	

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