

SAP EDUCATION

SAMPLE QUESTIONS: C_TSCM62_67

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

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. As a result of a backward scheduling, the requested quantity of a sales order item is confirmed into one schedule line. Which date is sent to material requirement planning (MRP)?

Please choose the correct answer

a)	<input type="radio"/>	Goods issue date
b)	<input type="radio"/>	Loading date
c)	<input type="radio"/>	Material availability date
d)	<input type="radio"/>	Requested delivery date

2. What must you consider concerning the setup of partner functions and partner types?

Please choose the correct answer

a)	<input type="radio"/>	Partner functions can be copied from the sales document header to the customer master record.
b)	<input type="radio"/>	Partner types are created in Customizing for partner determination.
c)	<input type="radio"/>	Partner functions can be changed on the item and schedule line level of a sales document.
d)	<input type="radio"/>	Partner types are assigned to partner functions in Customizing for partner determination.

3. Which reference documents can be used to create a billing document?

Note: There are 2 correct answers to this question.

a)	<input type="radio"/>	Delivery document
b)	<input type="radio"/>	Shipment document
c)	<input type="radio"/>	Credit memo request
d)	<input type="radio"/>	Transfer order

4. Which settings can be enabled on the header level of sales document copy control?

Please choose the correct answer

a)	<input type="radio"/>	Copy quantity
b)	<input type="radio"/>	Pricing type
c)	<input type="radio"/>	Update document flow
d)	<input type="radio"/>	Copy item number

5. If you change the customer master data, what is updated automatically in the existing sales orders for that customer?

Please choose the correct answer.

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

6. Which assignment is correct for the sales organization?

Please choose the correct answer.

a)	<input type="radio"/>	A distribution channel can be assigned to only one sales organization.
b)	<input type="radio"/>	A sales office can be assigned to only one sales organization.
c)	<input type="radio"/>	A sales organization can be assigned to only one company code.
d)	<input type="radio"/>	A division can be assigned to only one sales organization.

7. Where are the calculation type and scale basis type maintained?

Please choose the correct answer.

a)	<input type="radio"/>	Condition type
b)	<input type="radio"/>	Access sequence
c)	<input type="radio"/>	Condition record
d)	<input type="radio"/>	Pricing procedure

8. Which elements are part of item category determination?

Note: There are 3 correct answers to this question.

a)	<input type="radio"/>	SD document category
b)	<input type="radio"/>	Sales document type
c)	<input type="radio"/>	Item category group
d)	<input type="radio"/>	Higher level item category
e)	<input type="radio"/>	Material group

9. Where do you control the billing relevance?

Please choose the correct answer.

a)	<input type="radio"/>	Sales document item category
b)	<input type="radio"/>	Billing document item category
c)	<input type="radio"/>	Sales document type
d)	<input type="radio"/>	Billing document type

10. What elements are used to determine a picking location with the "MALA Rule"?

Note: There are 3 correct answers to this question.

a)	<input type="radio"/>	Plant
b)	<input type="radio"/>	Shipping point
c)	<input type="radio"/>	Shipping conditions
d)	<input type="radio"/>	Warehouse number
e)	<input type="radio"/>	Storage conditions

Solutions

1 a) Incorrect	2 a) Incorrect	3 a) Correct	4 a) Incorrect	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) Incorrect	5 c) Correct
1 d) Incorrect	2 d) Correct	3 d) Incorrect	4 d) Correct	5 d) Incorrect
6 a) Incorrect	7 a) Correct	8 a) Incorrect	9 a) Correct	10 a) Correct
6 b) Incorrect	7 b) Incorrect	8 b) Correct	9 b) Incorrect	10 b) Correct
6 c) Correct	7 c) Incorrect	8 c) Correct	9 c) Incorrect	10 c) Incorrect
6 d) Incorrect	7 d) Incorrect	8 d) Correct	9 d) Incorrect	10 d) Incorrect
		8 d) Incorrect		10 e) Correct

Want to learn more? [Contact SAP](#) for more information.