



C_BYD01_1811^{Q&As}

SAP Certified Application Associate - SAP Business ByDesign

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QUESTION 1

Which steps are covered in the marketing-to-sales scenario?

Note: There are 3 correct answers to this question.

- A. Create contacts from landing pages
- B. Convert follow-up sales documents
- C. Capture responses from campaigns
- D. Qualify leads and hand-over to sales
- E. Plan marketing budgets

Correct Answer: ACD

QUESTION 2

What happens when you execute the payments in SAP Business ByDesign?

Note: There are 2 correct answers to this question.

- A. The system posts the payments.
- B. The system creates payment files.
- C. The system selects due payments.
- D. The system clears the open items to be paid.

Correct Answer: AD

QUESTION 3

You want to analyze the structure of your fixed assets.

What is the Best Practice for gathering that information?

- A. Group your fixed asset with custom-specific extension fields.
- B. Aggregate your sub asset accounts to fixed assets.
- C. Use the reports within the fixed asset ledger.
- D. Use the fixed asset section of the balance sheet.

Correct Answer: B



QUESTION 4

Which accrual methods are supported for project sales (fixed price / time and material)? Note: There are 3 correct answers to this question.

- A. Recognize at point of delivery
- B. Recognize at completed contract (revenue only)
- C. Recognize using cost-to-cost POC
- D. Recognize using work-to-work POC
- E. Recognize at point of invoice

Correct Answer: CDE

QUESTION 5

Which inspection types are supported to manage product quality?

Note: There are 3 correct answers to this question.

- A. Final inspection - service execution
- B. Receiving inspection - supplier delivery
- C. In-process inspection - production
- D. Receiving inspection - customer return
- E. Final inspection - spare parts pick up

Correct Answer: ACE

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