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QUESTION 1

Which of the following are characteristics of value contracts? (Choose two)

A. Value contracts have schedule lines.

B. Value contracts require release orders.

C. Value contracts cannot perform an availability check (ATP).

D. Value contracts can have any target quantity.

Correct Answer: BC

QUESTION 2

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 3

What is the difference between the SAP sales documents Delivery Free-of-Charge and Subsequent Delivery Free-of-Charge?

A. Subsequent Delivery Free-of-Charge requires a mandatory reference to a sales document. Delivery Free-of-Charge does not have this requirement.

B. Subsequent Delivery Free-of-Charge uses item category KLN, which carries out no pricing and no billing. Delivery Free-of-Charge uses item category TAN, which carries out pricing and billing.

C. Delivery Free-of-Charge must be created with reference to a preceding invoice. Subsequent Delivery Free-of-Charge can be created with reference to an invoice or sales order.

D. Subsequent Delivery Free-of-Charge is only created in case of partial deliveries. Delivery Free-of-Charge is created with reference to return deliveries only.

Correct Answer: A

QUESTION 4

Which of the following do you have to consider when you configure the "quotation ? sales order" sales process? (Choose two)

A. Specify how pricing data should be handled when copying items.

B. Set up the item category of the quotation so that it has an incompletion procedure for a value item.

C. Define the completion rule in the item category of the quotation as not relevant for completion.

D. Define the Target Item Category in copying control for all manually maintained item categories in the quotation.

Correct Answer: AD

QUESTION 5

For output processing, to which of the following combinations are a program and a layout set assigned?

A. A partner function and a document type

B. An output type and a transmission medium

C. An output type and a communication strategy

D. A partner function and an output type

Correct Answer: B