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QUESTION 11 Which statement regarding the copy control is correct? A. The copy control for sales documents controls the transfer of data at header, item, and schedule line level. B. The copy control allows you to create sales documents with reference to other sales documents, delivery documents, and billing documents. C. The item category of the target document must always be specified in the copy control. D. The pricing in the source document is changed automatically when you create a sales document with reference and change the pricing. Answer: A

QUESTION 12 During quotation processing, a new quotation header text should be entered by the users. Which configuration is necessary? A. An access sequence has to be assigned to the text object. B. You have to decide whether texts are referenced or copied for the relevant item categories. C. A new text type has to be created and assigned to the respective document type. D. A new text type has to be created and added to the respective text determination procedure. Answer: D

QUESTION 13 What part of the text control directly determines the copying of a text from a source text object into another text type? A. Condition table B. Text determination procedure C. Access sequence D. Text type Answer: C

QUESTION 14 For what purposes can you use transaction variants? (Choose two) A. To define values in a selection screen for a report B. To add new external fields to the sales document C. To hide fields in a sales order D. To define default values for data fields Answer: CD

QUESTION 15 What do you have to consider when configuring the sales process "quotation sales order"? (Choose two) A. Set up the item category of the quotation so that it is created with mandatory reference to a sales order. B. Define the "Default Item Category" in copying control for all manually maintained item categories in the quotation. C. Specify how pricing data should be handled when copying items. D. Define the item category of the quotation as relevant for ordering. Answer: BC

QUESTION 16 Which of the following functions can be used to display an overview of customer-specific prices for various customers on one screen? A. Pricing log B. Net price list C. Pricing analysis D. Pricing report Answer: D

QUESTION 17 In which of the following master records can partial delivery agreements be stored? (Choose two) A. In the customer material info record B. In the material master record C. In the condition master record D. In the customer master record Answer: AD

QUESTION 18 Which of the following statements regarding the material master data are correct? (Choose two) A. The following information in a sales order is derived from the material master: material group, weight, and item category. B. The control tool for the material master is the material type. It needs to be selected whenever you create a new material master record. C. The sales views of the material master data can be maintained for various combinations of sales organization and distribution channel. D. If a delivering plant is defined in the sales data of the material master, this plant is transferred to a corresponding sales document item and can no longer be changed. Answer: BC

QUESTION 19 Which of the following statements about customer master data are correct? (Choose two) A. Address changes in the customer master affect existing documents in the system. B. The customer master is created using an account group. C. The customer master data is transferred to the sales order and cannot be changed there. D. The customer master is subdivided into general data, company code data, sales area data, and plant data. Answer: AB

QUESTION 20 When you create a new sales order, which master data is automatically copied to the sales order? (Choose two) A. The terms of payment from the sales area data of the bill-to party B. The terms of payment from the company code data C. The agreement on partial deliveries from the sales area data of the ship-to party D. The incoterms from the sales area data of the sold-to party Answer: CD

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