

# Questions & Answers

## Topic 1: Introduction to SAP

Which is the meaning of SAP?

- a. Services, Applications and Products
- b. Systems, Applications and Products
- c. Systems, Availability and Products

Which is true?

- a. SAP headquarters are in Waldorf (Germany)
- b. SAP headquarters are in Lyon (France)
- c. SAP headquarters are in US
- d. SAP headquarters are in Bonn (Germany)

Which is true?

- a. SAP Customers include 98% of the 100 most valued brands
- b. SAP Customers include 92% of the Forbes Global 2000 companies
- c. SAP Customers include 97% of the greenest companies (Newsweek)

The highest percentage in terms of revenues comes from?

- a. The Americas
- b. EMEA
- c. APJ

Which of the following is not a part of SAP evolution Roadmap?

- a. SAP S/4HANA
- b. SAP R/3
- c. SAP R/2
- d. SAP R/4
- e. MySAP

Which of the following statements regarding SAP S/4HANA are true?

- a. SAP S/4HANA provides real-time compression
- b. SAP S/4HANA is an In-Memory Database to speed data processing
- c. SAP S/4HANA is the SAP Suite launched on 2000
- d. SAP S/4HANA provides SAP Fiori User Experience

SAP S/4HANA...

- a. Has a modern design
- b. Works with in-memory

SAP S/4HANA architecture can run ...

- a. Cloud
- b. On-Premise

How many application types offers SAP FIORI?

- a. 1 Application types
- b. 2 Application types

c. 3 Application types

d. 4 Application types

e. 5 Application types

Which of the following application Types does SAP FIORI offer?

a. Transactional Apps

b. Factsheet

c. Movement Apps

Which types of projects can you run in SAP?

a. New Implementation

b. System Conversion

c. Landscape transformation

Which is the methodology valid for SAP S/4HANA?

a. Run

b. SAP Activate

c. ASAP

d. SAP Focus

Phases for SAP Activate methodology are?

a. Prepare, Realize, Deploy, Execute

b. Explore, Prepare, Realize, Deploy, Run

c. Project Preparation, Business Blueprint, Realize, Final prepare, Go & Support

The SAP document principle provides a solid and important framework for a strong internal control system – a requirement of law for companies that operate in most countries in the world

a. True

b. False

In SAP, a self-contained, organizational unit for which the management of revenues and expenses can be performed is

a. Company Code

b. Profit center

c. Controlling Area

d. Operations

## Topic 2: SAP Navigation

How many environments does it have the classic SAP landscape?

a. 1 Layer: Development

b. 2 Layers: Development and Production

c. 3 Layers: Development, Training and Production

d. 3 Layers: Development, Quality and Production

e. 4 Layers: Development, Training, Quality and Production

f. 4 Layers: Development, Training, Quality and Pre-Production

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Which types of Environments are used for testing purposes?

- a. Quality Environment
- b. Production Environment
- c. Sand Box Environment
- d. Training Environment

A production environment in SAP...

- a. Is the environment used to develop new applications and tools
- b. Is the most important environment as all day to day runs on it
- c. Is used to perform all the validations before moving to the business environment

Master data is protected at Client level

- a. True
- b. False

SAP provides only SAP FIORI to access to the system

- a. True
- b. False

You can only use SAP system with the default language it has been set up during system configuration

- a. True
- b. False

Which of the following naming conventions is true?

- a. Transactions ended by 01 are usually used for displaying purposes
- b. Transactions ended by 02 are usually used for displaying purposes
- c. Transactions ended by 03 are usually used for displaying purposes
- d. Transactions ended by 01 are usually used for creation purposes
- e. Transactions ended by 02 are usually used for creation purposes
- f. Transactions ended by 03 are usually used for creation purposes

Which of the following principles **are** part of the 5 Fiori Principles?

- a. Responsive
- b. Role Based
- c. Simple
- d. Unpredictable
- e. Coherent
- f. Complex
- g. Job Position Based

When logged into the system using FIORI access, you cannot modify the blue color from the launchpad

- a. True
- b. False

Transactional Apps are used to perform transactional tasks or entire business processes. Transactional tasks are always related to the manager-employee relationship.

- a. True
- b. False

It's possible to execute SAP transactions mobile with transactional apps.

- a. True
- b. False

SAP support has a knowledge database with OSS Notes that provides information on known errors/bugs from the standard product you can use to fix a bug in case needed.

- a. True
- b. False

### **TOPIC 3: System-Wide Concepts**

Examples of Transactional Data are ...?

- a. Purchase Order
- b. Sales Order
- c. Material
- d. Vendor
- e. Transportation Order

Organizational Data is one of the different ERP Data Types?

- a. True
- b. False

... Vendor, Customer or Material are examples or Master Data:

- a. True
- b. False

In SAP, examples of Master data are...

- a. Customer Master
- b. Vendor Master
- c. Material Master
- d. General Ledger Accounts

SAP transaction used for SAP System customization/configuration is...?

- a. SE80
- b. SPRO

Master Data represents logically grouped data like Vendor Master:

- a. True
- b. False

Transactional Data is the system record of business event:

- a. True
- b. False

Vendor, Customer or Material are examples on Transactional Data

- a. True
- b. False

You can use SPRO transaction to develop ABAP Programs:

- a. True
- b. False

#### **Topic 4: Logistics**

The Smallest org Unit for which you can maintain a legal set of books is ...?

- a. Client
- b. Company Code
- c. Plant
- d. Storage Location

Client is ...?

- a. An independent environment in the system
- b. The smallest Org Unit for which you can maintain a legal set of books
- c. An operation Area or branch within a company (Manufacturing, distribution, ...)
- d. An Organizational unit allowing differentiation between the various stocks of a material in a plant

One Client can only have one Company Code Client:

- a. True
- b. False

A purchasing organization is where a buying activity for a plant takes place?

- a. True
- b. False

Negotiates conditions of the purchase with the vendors:

- a. Purchasing Group
- b. Company Code
- c. Plant
- d. Purchasing Organization

A purchase Order has three main areas (Header, Line Item, Detail Item):

- a. True
- b. False

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A purchase Order Info Record contains the relationship between a vendor and a material

- a. True
- b. False

Reconciliation Account, Terms of payment or Bank account are defined at:

- a. Purchasing Org level
- b. Company Code level

Preferred communication for Vendor is defined at:

- a. Purchasing Org level
- b. Company Code level
- c. Client Level

... Vendor Master Data contains all the necessary information needed to business with an external supplier:

- a. True
- b. False

... A vendor is defined in SAP as a Business Partner:

- a. True
- b. False

... A Business Partner in SAP is only used for defining Vendors:

- a. True
- b. False

... Which of the following SAP modules use Materials Management (MM) master data?

- a. Sales and Distribution (SD)
- b. Quality Management (QM)
- c. Basis (BC)
- d. Controlling (CO)

... Stock quantity for a material in MM is stored at ...

- a. Client Level
- b. Sales Org
- c. Storage Location

... Does the Purchasing info record contain information on the Last Purchase Order?

- a. True
- b. False

... During the creation of a Standard Purchase Order, you can inform ....

- a. The Purchasing Group
- b. The Plant
- c. The terms of Payment
- d. The Purchasing Org

... Plant needs to be informed during the creation of a Standard Purchase order:

- a. True
- b. False

... Standard Purchase Orders in SAP usually starts by 45:

- a. True
- b. False

... P2P is the Business process for ....

- a. Pay to Pay
- b. Procurement to Pay
- c. Process to Pay

In p2p Business Process, which of the following steps do not have impact on SAP Financial Accounting (FI)?

- a. Goods Receipt
- b. Purchase Requisition
- c. Invoice Receipt
- d. Purchase Order

... During the Invoice Receipt the amount owed is assigned and transferred to a vendor account payable:

- a. True
- b. False

... P2P Process **includes** .....

- a. Vendor Notification
- b. Customer Notification
- c. Payment to Vendor
- d. Purchase Order creation

... RFQ stands ...

- a. Request For Quality
- b. Request For Quotation
- c. Response For Quotation
- d. Reference For Quotation

... Standard PO can only be created for materials purchasing ...

- a. True
- b. False

... Standard PO can be created as a reference to already existing PO ...

- a. True
- b. False

Standard PO can only be created as a reference to already existing PO...

- a. True
- b. False

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... SAP provides different forms for Vendor Notifications:

- a. True
- b. False

... SAP registers the Goods Movements with a movement type coded by

- a. 2-digits
- b. 3-digits
- c. 4-digits

... SAP Goods Receipt into a Warehouse is coded by the following SAP Movement...

- a. 101
- b. 102
- c. 103
- d. 104

SAP Goods Receipt return delivery to a vendor is coded in SAP as...

- a. 120
- b. 121
- c. 122
- d. 123

... Destinations for Goods receipts are usually Warehouse or Quality ....

- a. True
- b. False

... The payment process starts after posting the invoice

- a. True
- b. False

... Purchase Requisition step has impact in Financial Accounting (FI)

- a. True
- b. False

## **Topic 5: Logistics II**

The Smallest org Unit for which you can maintain a legal set of books is ...?

- a. Client
- b. Company Code
- c. Plant
- d. Storage Location

... The Distribution Channel in SAP SD is ...

- a. Smallest Org Unit for which you can maintain a legal set of books
- b. The way in which products or services reach the customer
- c. A way of grouping materials, products or services
- d. Plant from which the goods should be delivered to the customer



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... A Division in SD is A way of grouping materials, products or services

- a. True
- b. False

... A Sales Area in SD is....

- a. Smallest Org Unit for which you can maintain a legal set of books
- b. An independent environment in the system
- c. A way of grouping materials, products or services
- d. A Combination of Sales Organization, Distribution Channel and Division

... A Plant in SD is also known as....

- a. Division
- b. Sales Area
- c. Delivery Plant
- d. Credit Control Area

... SD stands ....

- a. Sales & Domestics
- b. Sales & Data
- c. Sales and Distribution
- d. Software distributed

... A Sales Order document has three main areas (Header, Line Item, Detail Item)

- a. True
- b. False

... Customer Master Data contains the necessary information for processing orders, deliveries, invoices and customer payment

- a. True
- b. False

... A customer Master Data is divided in three areas: General Data Company Code Data and Sales Area Data

- a. True
- b. False

... A Business Partner is only used for defining Vendors

- a. True
- b. False

... Both vendors and customer are Business Partners in SAP

- a. True
- b. False

... A Business partner **can** play different roles for a company such as sold-to party and ship-to party

- a. True
- b. False

... In SAP, when a Business Partner is created for multiple roles as ship-to party or sold-to party needs to be created twice

- a. True
- b. False

... In SAP, General data for a Business Partner is 'independent' of the role the partner performs in the business processes

- a. True
- b. False

... In SAP SD, Condition Master Data includes...

- a. Prices
- b. Discounts
- c. Taxes

... In SAP, SD Output data can only be sent by e-mail ...

- a. True
- b. False

... In SAP SD, the Sales Orders type IN stands ...

- a. Quotation
- b. Investigation
- c. Inquiry
- d. Information

... In SAP SD, an Inquiry always generates a Quotation document ...

- a. True
- b. False

... In SAP SD, an Inquiry is part of the pre-sales activities ...

- a. True
- b. False

... Pre-sales documents help to identify possible sales related activity and determine sales probability ...

- a. True
- b. False

... In SAP, you can access to the document workflow when you are displaying an Inquiry to check if further sales documents have been created based on this Inquiry document ...

- a. True
- b. False

... An Inquiry is ...

- a. A customer request to a company for information or quotation in respect to their products or services with obligation of purchase.

- b. A customer request to a company for information or quotation in respect to their products or services with no obligation of purchase.
- c. A legally binding offer to deliver a specific product or service
- d. A quotation document

... Based on the SAP documents in the image, which of the following sentences are true?

- a. Inquiry Net Value is 21,400 USD
- b. Quotation Net Value is 14,012.50 USD
- c. Sales Order Net Value is 20,092.50 USD

... The ATP stands ...

- a. The Availability to Promise date
- b. The requested delivery date

... ATP can be determined using ...

- a. Forward Scheduling
- b. Backward Scheduling

... The shipping point indicates the point ....

- a. The point to which the material will be delivered
- b. The point from which the material will be shipped

... During the Availability Check, which of the following methods of delivery can be proposed ....

- a. One-time Delivery
- b. Complete Delivery
- c. Delayed Proposal

... the Availability Check determines....

- a. Determines the material availability date
- b. Considers all the inventory movements

... Pricing information is displayed by the system for all sales documents on pricing screens ....

- a. True
- b. False

... Header pricing is valid for the whole order and it is the cumulative of all line items within the order.

- a. True
- b. False

... Credit exposure and risk for each customer are controlled by the credit limits defined for each customer

- a. True
- b. False

... The delivery process is started with

- a. The availability check

- b. The delivery document
- c. The sales order creation
- d. In the Inquiry creation

... Payment is the final step in the sales order process

- a. True
- b. False

### **Topic 6: FI**

The unique combination of Company Code and Chart of Account creates a data storage is called?

- e. Bank Account
- f. General Ledger
- g. Controlling Area

A General Ledger **contains** a list of all transactions effecting each account in the Chart of Accounts and respective Balance Account?

- a. True
- b. False

Accounts Receivable are ...?

- a. Customer Accounts
- b. Vendor Accounts

In Financial Accounting, Account Payables are...?

- a. Customer Accounts
- b. Vendor Accounts

Accounts Payable contains.... ?

- a. Information as sales and payments made from the customers
- b. Information as purchases and payments made in relation to the vendors

Revenues are outflows of cash or the creation of liabilities to support company operations .... ?

- a. True
- b. False

### **Topic 7: Controlling.**

The main goal of Controlling is...

- a. obtain reports for external partners
- b. prepare internal reports that support decision-making.

Organizational Structure in CO

- a. Represents the legal and/or organizational views of an enterprise.
- b. Forms a framework that supports the activities of a business in the manner desired by management.
- c. Permits the accurate and organized collection of business information.
- d. Supports the development and presentation of relevant information in order to enable and support business decisions.

... Organizational structure elements in CO are ....?

- a. Client, Company Code, Chart of Accounts, Business Area
- b. Client, Company Code, Controlling Area, Operating Concern
- c. Client, Company Code, Business Area, Controlling Area

... Master data elements in controlling are.... ?

- a. Profit center, Cost center, Internal orders, revenue element, cost element
- b. Profit center, Cost center, Internal orders, external order, cost center
- c. Profit center, Cost center, Internal orders, revenue element, external order

... Primary Cost Element: Originated in FI General Ledger and automatically transferred to CO?

- a. True
- b. False

Types of allocation related to CO processes?

- a. Distribution, method for periodically allocating primary cost elements
- b. Assessment, A method of allocating both primary and secondary cost elements
- c. Reduction, a method for distribute primary cost elements considering variables in secondary cost elements