

SAP S/4Hana Sales Practice Test (Sample)

Study Guide



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Questions

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- 1. What must you set up to allow immediate printing of documents upon creation?**
 - A. Batch Jobs**
 - B. Output Type**
 - C. Transmission Medium**
 - D. Output Condition**
- 2. What partner function could cause a system message indicating a missing business partner after saving a sales order?**
 - A. Bill-to Party**
 - B. Sold-to Party**
 - C. Deliver-to Party**
 - D. Ship-to Party**
- 3. Which statement describes a quantity contract?**
 - A. It defines a fixed price for future purchases.**
 - B. It indicates the goods are delivered on request.**
 - C. It contains fixed delivery dates and quantities.**
 - D. It eliminates any need for scheduling agreements.**
- 4. Which setting allows for a condition type to be manually entered in a sales order?**
 - A. Access sequence setup**
 - B. Manual indicator in pricing procedure**
 - C. Manual entries indicator in the condition type**
 - D. All of the above**
- 5. Which partner-related procedure must be enhanced to include a new function for the sales document type?**
 - A. Partner Determination Procedure**
 - B. Pricing Procedure**
 - C. Condition Record**
 - D. Order Confirmation Process**

- 6. Which field from the material master is utilized in route determination?**
- A. Transportation Group**
 - B. Warehouse Group**
 - C. Sales org data**
 - D. Plant location**
- 7. Which confirmation strategies can you select when performing backorder processing? (Choose three answers)**
- A. Don't Confirm**
 - B. Fill**
 - C. Gain**
 - D. Redistribute**
- 8. What is one prerequisite for the creation of a credit memo based on a credit memo request?**
- A. The billing block must be set**
 - B. The Billing Block field must be empty**
 - C. Copying control is irrelevant**
 - D. A reference document is required**
- 9. Which statement is correct regarding outline agreement processes?**
- A. The system can only check open contracts for the main customer.**
 - B. A value contract defines a fixed total value of goods and services.**
 - C. A scheduling agreement guarantees spot pricing.**
 - D. A quantity contract does not allow for delivery dates.**
- 10. To ensure a condition type can only be entered manually, what must be indicated in the pricing procedure?**
- A. Free item indicator**
 - B. Manual indicator**
 - C. Access control measure**
 - D. Delivery document entry**

Answers

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1. C
2. B
3. C
4. D
5. A
6. A
7. B
8. B
9. B
10. B

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Explanations

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1. What must you set up to allow immediate printing of documents upon creation?

- A. Batch Jobs**
- B. Output Type**
- C. Transmission Medium**
- D. Output Condition**

The correct choice focuses on the necessity of selecting the appropriate transmission medium to facilitate immediate printing of documents right after their creation. In SAP S/4HANA, the transmission medium indicates how the output documents such as invoices, orders, or delivery notes will be sent and processed. When you want documents to be printed instantly, you typically configure the system to use a transmission medium that allows for direct communication with a printer. The most common set-up for immediate printing is to configure the output to be sent directly to a printer rather than to an email or file that would require further action. While other aspects like output types and conditions are involved in the broader output determination process, they influence the nature and criteria of the output rather than the immediate action of printing. For instance, output types designate the style/form of the document and conditions determine when certain output types are triggered. However, without the appropriate transmission medium that supports direct printing, those configurations would not ensure immediate output. Thus, the choice of the transmission medium is central to achieving the desired immediate print functionality.

2. What partner function could cause a system message indicating a missing business partner after saving a sales order?

- A. Bill-to Party**
- B. Sold-to Party**
- C. Deliver-to Party**
- D. Ship-to Party**

The sold-to party is crucial in a sales order as it represents the customer who is purchasing the goods or services. This partner function is essential for generating invoices and is tied directly to the financial aspects of the sales document. If the system identifies that the sold-to party is missing or not correctly assigned when saving a sales order, it will trigger a system message indicating a missing business partner. This occurs because the sold-to party's information is vital for processing the order, including determining pricing, delivery, and payment terms. In contrast, while other partner functions like the bill-to party, deliver-to party, and ship-to party are also important for specific processes within sales order management, they do not impact the basic requirement of having a sold-to party identified in the system. Therefore, their absence might not lead to the same type of critical error message upon saving the sales order as that of the sold-to party.

3. Which statement describes a quantity contract?

- A. It defines a fixed price for future purchases.
- B. It indicates the goods are delivered on request.
- C. It contains fixed delivery dates and quantities.**
- D. It eliminates any need for scheduling agreements.

A quantity contract is an agreement where a buyer commits to purchasing a specific quantity of goods over a specified period, but the exact delivery dates are not fixed. This type of contract typically outlines the total quantity of goods, while allowing for flexibility in terms of when those goods will be delivered. The essence of a quantity contract is to establish a relationship between the buyer and seller where the buyer can request deliveries of the specified quantity based on their needs, without being bound to concrete delivery dates for every single order. In contrast, fixed delivery dates and quantities are more characteristic of scheduling agreements, which stipulate exact dates and quantities for goods to be delivered. Thus, the concept of a quantity contract focuses on the overall commitment to purchase a defined quantity, providing a framework for future transactions rather than locking in strict scheduling details.

4. Which setting allows for a condition type to be manually entered in a sales order?

- A. Access sequence setup
- B. Manual indicator in pricing procedure
- C. Manual entries indicator in the condition type
- D. All of the above**

The correct answer is the option that states "All of the above" because each of the components plays a vital role in enabling manual entry of condition types in a sales order within SAP S/4HANA. The access sequence setup is essential as it defines the order in which the system searches for condition records. By properly configuring this sequence, it ensures that the relevant manual entries can be utilized when needed, catering to specific scenarios where predefined conditions may not apply. The manual indicator in the pricing procedure is another critical aspect because it designates which pricing procedures allow for manual inputs. If the pricing procedure is not set to allow manual entries, then even if other settings are correct, the system won't enable users to input data manually. Additionally, the manual entries indicator in the condition type specifically identifies the condition types that can accept manual entries. This directly impacts the ability of the system to prompt users for input when they are entering a sales order. Thus, all these settings work together to enable and facilitate the manual entry of condition types in a sales order, ensuring flexibility and customization in the sales process within SAP S/4HANA.

5. Which partner-related procedure must be enhanced to include a new function for the sales document type?

A. Partner Determination Procedure

B. Pricing Procedure

C. Condition Record

D. Order Confirmation Process

The partner determination procedure is the correct choice because it defines how partners are assigned to sales documents, such as sales orders or quotations. When a new function is added to a specific sales document type, it may require alterations in how partners are determined and processed for that document type. This procedure allows the system to identify, determine, and assign the necessary partners (like sold-to, ship-to, bill-to, and payer) based on various criteria related to the sales document. Enhancing this procedure is crucial to ensure that the new function recognizes and appropriately processes the partner data connected to that sales document type. The other options relate to different aspects of the sales process. The pricing procedure, for instance, is focused on how prices are determined for transactions, and while important, it is not directly involved in partner assignment. Similarly, a condition record pertains to specific data regarding pricing, discounts, or conditions under which prices are applied, but it does not affect partner assignment itself. The order confirmation process deals with how confirmations for orders are handled, which is again not related to determining or enhancing partner assignments. Hence, the partner determination procedure is the specific area that requires enhancement to include new functionality related to partners for the sales document type.

6. Which field from the material master is utilized in route determination?

A. Transportation Group

B. Warehouse Group

C. Sales org data

D. Plant location

The transportation group in the material master plays a crucial role in the route determination process within SAP S/4Hana. It is used during the logistics processes to optimize transportation planning and execution. When goods are shipped, the system analyzes the transportation group assigned to a material to determine the most efficient route for delivery. This grouping helps the system identify the appropriate transportation mode and address necessary logistical considerations, such as carriers and shipping procedures, based on the material's characteristics. The other fields, while relevant to overall material management and sales processes, do not directly influence route determination. The warehouse group focuses on inventory management and storage, sales org data impacts sales processes and logistics but doesn't pertain to transportation routes, and the plant location indicates where the material is produced or stored rather than guiding transportation logistics. Thus, the transportation group stands out as the key field for route determination.

7. Which confirmation strategies can you select when performing backorder processing? (Choose three answers)

A. Don't Confirm

B. Fill

C. Gain

D. Redistribute

When performing backorder processing in SAP S/4HANA, the strategy chosen plays a crucial role in how the system handles the fulfillment of sales orders when stock levels are lower than required. The correct option of filling indicates that the system will prioritize fulfilling backorders based on available stock, ensuring that the most critical or earliest orders are satisfied first. This strategy efficiently manages inventory by utilizing any available stock to fulfill outstanding orders as much as possible, thereby maximizing customer satisfaction by delivering partial quantities without having to wait for full restock. This approach aligns with the goals of optimizing order fulfillment and streamlining inventory management. The other strategies, while they may have their own use cases, do not focus on directly fulfilling backorders by utilizing available inventory. Not confirming would essentially leave backorders unprocessed, while gain and redistribute functionalities are not primarily intended for handling backorders in this context. Thus, the filling strategy stands out as the correct choice when managing backorders effectively.

8. What is one prerequisite for the creation of a credit memo based on a credit memo request?

A. The billing block must be set

B. The Billing Block field must be empty

C. Copying control is irrelevant

D. A reference document is required

The creation of a credit memo based on a credit memo request requires that the Billing Block field must be empty. This means that for the credit memo process to proceed, there should not be any restrictions or holds that would prevent the billing document from being processed. An empty Billing Block signifies that all necessary checks have been completed, and the document is ready for further action, thus allowing the subsequent creation of the credit memo. When the Billing Block is set, it implies that there are issues or points needing resolution, such as payment discrepancies or confirmations that should be addressed before proceeding with credit transactions. This would hinder the ability to generate a credit memo, as any existing block indicates that some prerequisite conditions are not met for the billing process. In the context of the other options, copying control is indeed relevant because it defines how data is carried over from the request to the credit memo, but it does not directly influence the ability to create the memo itself. Additionally, a reference document may sometimes be important but is not a strict requirement in every case. Thus, maintaining an empty Billing Block is essential to facilitate the process smoothly and to ensure that the credit memos can be created without additional hindrances.

9. Which statement is correct regarding outline agreement processes?

- A. The system can only check open contracts for the main customer.**
- B. A value contract defines a fixed total value of goods and services.**
- C. A scheduling agreement guarantees spot pricing.**
- D. A quantity contract does not allow for delivery dates.**

The statement regarding outline agreements indicates that a value contract defines a fixed total value of goods and services. This is accurate because a value contract in SAP S/4HANA Sales is specifically designed to set an upper limit on the total value of services or goods that can be delivered to a customer within a specified time frame. This allows organizations to manage their purchasing budget while ensuring that supplies are provided to the customer as per the agreed terms. A value contract not only helps in budgeting but also ensures that the customer has a clear understanding of the financial parameters of their purchases, thereby facilitating a smoother procurement process. This is particularly advantageous as it allows flexibility within the confines of the established total value, supporting effective sales and inventory management. The other statements do not accurately represent the characteristics of outline agreements. For example, the statement relating to scheduling agreements implies that they are tied to spot pricing, which does not capture the full function of such agreements, as they are more focused on long-term contractual commitments for the delivery of goods at agreed intervals.

10. To ensure a condition type can only be entered manually, what must be indicated in the pricing procedure?

- A. Free item indicator**
- B. Manual indicator**
- C. Access control measure**
- D. Delivery document entry**

To ensure that a condition type can only be entered manually in the pricing procedure, the manual indicator must be set. This indicator is specifically designed to restrict the condition type from being automatically determined by the system during pricing. When this indicator is activated, the condition type will require user intervention for entry, thereby ensuring that prices or discounts associated with that condition type cannot be automatically calculated. The manual indicator plays a critical role in scenarios where price control is important, such as in negotiations or special promotions where sales representatives need to enter specific values based on discussions with customers or market conditions. By having this control in place within the pricing procedure, organizations can maintain greater oversight and flexibility in their pricing strategies. The other options, while relevant in different contexts, do not specifically address the requirement of limiting user input to manual entries for a condition type. For instance, the free item indicator may allow for items to be given away without charge, while access control measures pertain to the permissions around who can view or modify certain data, not the manual input of condition types. Deliver document entry relates to the logistics side of data entry, rather than specifically managing price condition entries in the sales area.