

SAP S/4HANA SALES PRACTICE TEST (SAMPLE)

STUDY GUIDE



Prepare with structure. Pass with confidence



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Introduction

Preparing for a certification exam can feel overwhelming, but with the right tools, it becomes an opportunity to build confidence, sharpen your skills, and move one step closer to your goals. At Examzify, we believe that effective exam preparation isn't just about memorization, it's about understanding the material, identifying knowledge gaps, and building the test-taking strategies that lead to success.

This guide was designed to help you do exactly that.

Whether you're preparing for a licensing exam, professional certification, or entry-level qualification, this book offers structured practice to reinforce key concepts. You'll find a wide range of multiple-choice questions, each followed by clear explanations to help you understand not just the right answer, but why it's correct.

The content in this guide is based on real-world exam objectives and aligned with the types of questions and topics commonly found on official tests. It's ideal for learners who want to:

- Practice answering questions under realistic conditions,
- Improve accuracy and speed,
- Review explanations to strengthen weak areas, and
- Approach the exam with greater confidence.

We recommend using this book not as a stand-alone study tool, but alongside other resources like flashcards, textbooks, or hands-on training. For best results, we recommend working through each question, reflecting on the explanation provided, and revisiting the topics that challenge you most.

Remember: successful test preparation isn't about getting every question right the first time, it's about learning from your mistakes and improving over time. Stay focused, trust the process, and know that every page you turn brings you closer to success.

Let's begin.

How to Use This Guide

This guide is designed to help you study more effectively and approach your exam with confidence. Whether you're reviewing for the first time or doing a final refresh, here's how to get the most out of your Examzify study guide:

1. Start with a Diagnostic Review

Skim through the questions to get a sense of what you know and what you need to focus on. Your goal is to identify knowledge gaps early.

2. Study in Short, Focused Sessions

Break your study time into manageable blocks (e.g. 30 – 45 minutes). Review a handful of questions, reflect on the explanations.

3. Learn from the Explanations

After answering a question, always read the explanation, even if you got it right. It reinforces key points, corrects misunderstandings, and teaches subtle distinctions between similar answers.

4. Track Your Progress

Use bookmarks or notes (if reading digitally) to mark difficult questions. Revisit these regularly and track improvements over time.

5. Simulate the Real Exam

Once you're comfortable, try taking a full set of questions without pausing. Set a timer and simulate test-day conditions to build confidence and time management skills.

6. Repeat and Review

Don't just study once, repetition builds retention. Re-attempt questions after a few days and revisit explanations to reinforce learning. Pair this guide with other Examzify tools like flashcards, and digital practice tests to strengthen your preparation across formats.

There's no single right way to study, but consistent, thoughtful effort always wins. Use this guide flexibly, adapt the tips above to fit your pace and learning style. You've got this!

Questions

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- 1. 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
- 2. How can you limit the choice of order reasons for a specific sales document?**
 - A. Assign the permitted order reasons to the relevant customer group
 - B. Assign the permitted order reasons to the relevant sales organization
 - C. Set up approval processes for order reasons
 - D. Limit order reasons to predefined templates only
- 3. In SAP S/4HANA, which function is primarily concerned with the selection of data based on conditions?**
 - A. Account Determination
 - B. Listing and Exclusion
 - C. Material Determination
 - D. Partner Determination
- 4. What is the significance of the shipping conditions field in the customer master?**
 - A. It determines the shipping method
 - B. It affects pricing strategies
 - C. It manages return logistics
 - D. It sets availability check types
- 5. To automatically copy a header text from the sold-to party in a sales order, what configuration is necessary?**
 - A. Assign the text determination procedure to the sales document type
 - B. Use the sold-to party's tax ID for text copying
 - C. Set the delivery date in the text determination
 - D. Include product descriptions in the text determination

- 6. 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.
- 7. How can you adjust the details of an existing sales document without creating a new one?**
- A. By using the Sales Order Change app.
 - B. By employing Advanced Sales Document Properties.
 - C. Using the Sales Order Revision function.
 - D. By modifying the existing document directly.
- 8. In SAP S/4HANA, when is the system allowed to bypass manual invoice checks?**
- A. During cash sales
 - B. When using an automated process
 - C. At fiscal year-end closures
 - D. With customer approval
- 9. What is the defined physical location responsible for managing outbound deliveries and goods issues?**
- A. Warehouse
 - B. Shipping Point
 - C. Distribution Center
 - D. Delivery Hub
- 10. What advantages does a single platform for Online Transaction Processing (OLTP) and Online Analytical Processing (OLAP) provide? (Choose two answers)**
- A. Real-time data capturing
 - B. The OLAP environment contains a full set of the latest data
 - C. Enhanced user interface
 - D. Extract, Transform and Load activities are eliminated

Answers

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

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Explanations

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1. 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. Delivery document entry relates to the logistics side of data entry, rather than specifically managing price condition entries in the sales area.

2. How can you limit the choice of order reasons for a specific sales document?

- A. Assign the permitted order reasons to the relevant customer group
- B. Assign the permitted order reasons to the relevant sales organization**
- C. Set up approval processes for order reasons
- D. Limit order reasons to predefined templates only

To limit the choice of order reasons for a specific sales document in SAP S/4HANA, assigning the permitted order reasons to the relevant sales organization is a valid approach. Sales organizations in SAP serve as a crucial way to structure data and processes related to sales. By associating specific order reasons with a particular sales organization, you can ensure that only those designated reasons are available when creating or processing sales documents within that organization. This ensures consistency and relevance, as the order reasons are tailored to fit the specific needs and policies of that particular sales unit, helping to streamline operations and maintain control over the sales process. In contrast, while other options may involve some degree of customization or governance, they don't target the specific operational level of the sales organization where such limitations are most effective.

3. In SAP S/4HANA, which function is primarily concerned with the selection of data based on conditions?

- A. Account Determination
- B. Listing and Exclusion
- C. Material Determination**
- D. Partner Determination

The choice of Material Determination is focused on the ability to substitute one material for another based on specific conditions set in the system. In SAP S/4HANA, this function allows businesses to ensure that when a particular material is not available or does not meet certain criteria (such as price or availability), the system can automatically suggest an alternative that fulfills the order requirements. Material Determination leverages conditions such as sales document type, customer group, or specific material characteristics to derive which material should be proposed in place of the original one. This capability is essential for optimizing inventory management and enhancing customer satisfaction by ensuring that sales processes can continue smoothly without disruption due to item unavailability. Other options, while they also deal with selection processes, do not primarily serve the role of selecting data based on conditions in the same way. For example, Account Determination deals specifically with financial postings related to sales transactions, Listing and Exclusion manages the visibility of materials to customers, and Partner Determination relates to identifying and managing the different business partners involved in sales processes.

4. What is the significance of the shipping conditions field in the customer master?

- A. It determines the shipping method**
- B. It affects pricing strategies
- C. It manages return logistics
- D. It sets availability check types

The significance of the shipping conditions field in the customer master lies in its role in determining the shipping method for a customer's orders. This field specifies the preferred shipping arrangement for a customer, which can influence the logistics and operational aspects of order fulfillment. When processing an order, the system can utilize this information to select the appropriate shipping method that aligns with the customer's preferences, ensuring that deliveries are made efficiently and effectively. Understanding the shipping conditions is crucial for optimizing supply chain operations, as it impacts not just how the goods are delivered but also the overall customer satisfaction with the service provided. The other options, while relevant to various aspects of sales and logistics, do not capture the primary purpose of the shipping conditions field, which specifically pertains to the method of shipping.

5. To automatically copy a header text from the sold-to party in a sales order, what configuration is necessary?

- A. Assign the text determination procedure to the sales document type**
- B. Use the sold-to party's tax ID for text copying
- C. Set the delivery date in the text determination
- D. Include product descriptions in the text determination

In SAP S/4HANA, to automatically copy a header text from the sold-to party in a sales order, it is essential to configure the text determination procedure for the sales document type. The text determination procedure allows the system to identify where header texts can be sourced from, such as customer master data or related documents. By assigning the appropriate text determination procedure to the sales document type, the system will know to look for and automatically copy the relevant text information, which in this case, is sourced from the sold-to party. This is a critical step because text determination involves multiple settings, including the procedure itself, access sequences, and conditions. Without assigning the correct procedure, the system would not execute the process of fetching and copying the header text as required. This configuration step is foundational in ensuring that relevant customer information is seamlessly integrated into sales processes, enhancing efficiency and accuracy.

6. 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.

7. How can you adjust the details of an existing sales document without creating a new one?

- A. By using the Sales Order Change app.**
- B. By employing Advanced Sales Document Properties.
- C. Using the Sales Order Revision function.
- D. By modifying the existing document directly.

Adjusting the details of an existing sales document without creating a new one can effectively be done using the Sales Order Change app. This application is specifically designed to facilitate the modification of sales orders after they have been created. It provides users with a user-friendly interface to make necessary changes, such as updating quantities, changing delivery dates, or altering pricing information, while maintaining all relevant data linked to that sales order. The Sales Order Change app supports real-time updates, ensuring that changes are reflected immediately in the system. Additionally, this app adheres to business rules and validation checks, ensuring that modifications comply with internal policies and workflows. While there may be other methods to alter the sales document, such as utilizing Advanced Sales Document Properties or the Sales Order Revision function, these approaches might not provide the comprehensive functionality needed to adjust all aspects of the document easily. Direct modification of the existing document can also be risky as it may lead to data integrity issues if not performed correctly. Therefore, leveraging the Sales Order Change app offers the best combination of safety, efficiency, and compliance for modifying sales documents.

8. In SAP S/4HANA, when is the system allowed to bypass manual invoice checks?

- A. During cash sales**
- B. When using an automated process
- C. At fiscal year-end closures
- D. With customer approval

In SAP S/4HANA, allowing the system to bypass manual invoice checks is typically associated with specific transaction types to streamline processes and enhance efficiency. Cash sales, for instance, are characterized by immediate payment at the point of sale. Since the customer is making a payment right away, there is less need for extensive manual checks typically associated with credit sales that may involve risk assessments or order confirmations. By enabling the system to skip manual invoice checks for cash sales, organizations can expedite the sales process, enhance customer satisfaction through faster service, and reduce administrative workload. This permission aligns with the nature of cash transactions, where the financial commitment is secured at the time of sale, minimizing potential disputes or discrepancies that would require checks on the invoice. The other choices do not present scenarios where bypassing checks is as relevant or effective. Automated processes may involve their own checks, fiscal year-end closures typically prioritize accuracy and compliance, and customer approval would not generally pertain to bypassing checks in the context of standard transaction processing.

9. What is the defined physical location responsible for managing outbound deliveries and goods issues?

- A. Warehouse
- B. Shipping Point**
- C. Distribution Center
- D. Delivery Hub

The physical location responsible for managing outbound deliveries and goods issues is identified as the shipping point. In SAP S/4HANA, a shipping point is a key organizational unit in the delivery process. It plays a critical role in determining how deliveries are processed and managed. Shipping points are associated with logistics and serve as the place where goods are shipped out to customers. They help streamline outbound logistics by defining where goods are to be picked, packed, and loaded onto transportation vehicles. Each shipping point can be linked to one or more plants and can represent various locations, such as warehouses or distribution centers, where shipping activities can take place. This distinction allows for precise control over the logistic processes, enabling effective handling of customer orders, and ensuring that the right products are dispatched in a timely manner. Other options do offer related concepts—like a warehouse where inventory is stored or a distribution center which plays a broader role—but they do not specifically signify the physical location overseeing outbound deliveries and goods issues like the shipping point does. Therefore, the shipping point is the most accurate term for this specific responsibility in the SAP S/4HANA module.

10. What advantages does a single platform for Online Transaction Processing (OLTP) and Online Analytical Processing (OLAP) provide? (Choose two answers)

- A. Real-time data capturing
- B. The OLAP environment contains a full set of the latest data**
- C. Enhanced user interface
- D. Extract, Transform and Load activities are eliminated

A single platform for Online Transaction Processing (OLTP) and Online Analytical Processing (OLAP) provides significant advantages that enhance the functionality and efficiency of data management. One of the most notable benefits is real-time data capturing. Integrating OLTP and OLAP into a single system allows transactions to be processed as they occur, ensuring that analytics reflect the most current business activities. This immediacy in data availability means that decision-making can occur based on up-to-the-minute information, ultimately improving responsiveness and agility in business operations. Additionally, the OLAP environment being closely integrated with OLTP ensures that users can access the latest and most comprehensive set of data. This capability removes the lag that often occurs when data is transferred from separate OLTP systems to OLAP systems. As a result, organizations can analyze historical and transactional data more effectively without the risk of working with outdated information. In contrast, the points regarding the enhanced user interface and eliminating Extract, Transform, and Load (ETL) activities are not necessarily inherent advantages of having a combined OLTP and OLAP system. While an improved user interface might be part of specific software versions, it does not directly stem from the OLTP and OLAP integration itself. Similarly, while the integration can streamline data

Next Steps

Congratulations on reaching the final section of this guide. You've taken a meaningful step toward passing your certification exam and advancing your career.

As you continue preparing, remember that consistent practice, review, and self-reflection are key to success. Make time to revisit difficult topics, simulate exam conditions, and track your progress along the way.

If you need help, have suggestions, or want to share feedback, we'd love to hear from you. Reach out to our team at hello@examzify.com.

Or visit your dedicated course page for more study tools and resources:

<https://saps4hanasales.examzify.com>

We wish you the very best on your exam journey. You've got this!

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