

SAP S/4HANA SALES PRACTICE TEST (SAMPLE)

STUDY GUIDE



SAMPLE STUDY GUIDE WITH LIMITED QUESTIONS

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THE FULL VERSION STUDY GUIDE

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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. Which tool can help visualize KPIs and manage performance in SAP S/4HANA?**
 - A. Smart Business
 - B. Analytics Cloud
 - C. Data Warehouse
 - D. Business Suite
- 2. What must be set up for the automatic distribution of freight charges among items in a sales order?**
 - A. Condition types for discounts
 - B. Condition type groups for the freight charge
 - C. Freight charge percentages
 - D. Service charge conditions
- 3. Which activities can be triggered in the customizing of schedule line categories?**
 - A. Creation of Purchase Requisition
 - B. Transfer of Requirements
 - C. Sales order creation
 - D. Deletion of Scheduling Agreements
- 4. Which functionality allows for seamless integration with social media channels in selling processes?**
 - A. Social Selling
 - B. Customer Relationship Management
 - C. Lead Management
 - D. Sales Performance Management
- 5. Which characteristics define SAP Fiori?**
 - A. Role-based content presented as a dashboard
 - B. Colorful and animated graphical interfaces
 - C. Mobile accessibility only through apps
 - D. Customizable coding for each user

- 6. Which feature is included in the Sales Order Fulfilment Monitor app?**
- A. Users can create new sales orders
 - B. It allows tracking of sales documents only
 - C. It highlights problems within the process
 - D. Resolution of pricing conditions
- 7. What are prerequisites for utilizing PDF-based forms in the system?**
- A. Setting business function SD_01 to active and using Excel for forms design
 - B. Setting business function SD_01 to active and defining new forms in Form Builder
 - C. Utilizing legacy systems for document management and activating SD_01
 - D. Defining new forms in SAP GUI without additional settings
- 8. What could be the origin of a partner in a sales order? (Choose two answers)**
- A. Distribution channel
 - B. Customer hierarchy
 - C. Order priority
 - D. Preceding Condition Contract
- 9. What functionality allows a customer to combine billing categories like one-time, recurring, and usage-based billing?**
- A. Billing Document Requests
 - B. Billing Plans
 - C. Invoice Management
 - D. Payment Terms Configuration
- 10. When creating a business partner in SAP, the allocation of the business partner number is controlled by which object?**
- A. Business partner grouping
 - B. Business area
 - C. Customer group
 - D. Sales organization

Answers

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

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Explanations

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1. Which tool can help visualize KPIs and manage performance in SAP S/4HANA?

- A. Smart Business**
- B. Analytics Cloud
- C. Data Warehouse
- D. Business Suite

Smart Business is an integral tool within SAP S/4HANA that is specifically designed to help visualize Key Performance Indicators (KPIs) and manage performance effectively. It leverages the functionality of SAP Fiori to provide a simplified user experience, enabling users to create dashboards and monitor critical metrics in real time. Smart Business allows for the creation of analytical applications that can provide insights into business performance. It aggregates data from various sources and presents it in an accessible format, aiding users in decision-making processes. The tool supports the establishment of target values and thresholds for KPIs, which helps organizations track their performance and make informed adjustments as necessary. In contrast to the other options, Smart Business is uniquely tailored for the purpose of performance management and visualization within the SAP S/4HANA environment, making it an essential tool for organizations looking to optimize their operations through insightful data analysis.

2. What must be set up for the automatic distribution of freight charges among items in a sales order?

- A. Condition types for discounts
- B. Condition type groups for the freight charge**
- C. Freight charge percentages
- D. Service charge conditions

For the automatic distribution of freight charges among items in a sales order, condition type groups specifically set up for freight charges are essential. This setup allows the system to determine how freight charges are allocated across the individual line items based on defined criteria. Using condition type groups enables the system to group various condition types related to freight, ensuring that all relevant data is applied uniformly. This grouping can be used to set rules for how the total freight charges are divided among the items, whether based on weight, value, or other metrics prescribed in the sales order. In contrast, condition types for discounts, freight charge percentages, or service charge conditions relate to other facets of pricing and do not specifically address the distribution mechanism for freight costs among line items. Therefore, condition type groups dedicated to freight are critical to achieving the automatic distribution of these charges effectively.

3. Which activities can be triggered in the customizing of schedule line categories?

- A. Creation of Purchase Requisition
- B. Transfer of Requirements**
- C. Sales order creation
- D. Deletion of Scheduling Agreements

The choice of transfer of requirements as the correct answer is based on the functional capabilities associated with schedule line categories in SAP S/4HANA. Schedule line categories determine how items are managed in terms of scheduling and delivery processes within sales orders and delivery documents. Specifically, when it comes to managing demand and supply, schedule line categories play a crucial role in transferring requirements. The transfer of requirements allows the system to communicate and align production and procurement activities based on the demand signals generated by sales orders. This means that for every schedule line in a sales order, the appropriate requirements are transferred to production planning or materials management, ensuring that the necessary resources are allocated to meet customer demand efficiently. In contrast, the other activities listed, such as the creation of purchase requisitions, sales order creation, and deletion of scheduling agreements, do not directly relate to what can be controlled or triggered specifically through the customization of schedule line categories. While all these activities are integral processes within SAP, their connections to schedule line categories are either indirect or managed through different customization settings or transaction processes. The focus of schedule line categories is primarily on the management of scheduling and the corresponding requirements transfer, making that option the most accurate in this context.

4. Which functionality allows for seamless integration with social media channels in selling processes?

- A. Social Selling**
- B. Customer Relationship Management
- C. Lead Management
- D. Sales Performance Management

Social Selling is the correct choice because it encompasses strategies and tools that leverage social media platforms to engage with customers, build relationships, and boost sales. This approach allows sales teams to connect with potential clients in a more personal and meaningful way, utilizing conversations and interactions on social media channels to drive business outcomes. Social Selling enables businesses to tap into the vast audience available on platforms like Facebook, LinkedIn, or Twitter, thereby enhancing brand visibility and creating opportunities for lead generation in a contemporary and efficient manner. By integrating social media into the selling processes, companies can track engagement, gather insights about customer preferences, and ultimately convert interactions into sales opportunities. Other options such as Customer Relationship Management, Lead Management, and Sales Performance Management are important components of sales strategies but do not specifically address the seamless integration with social media channels in the way that Social Selling does. While they focus on various aspects of managing customer relationships and sales processes, they don't inherently include the direct use of social platforms to facilitate selling interactions.

5. Which characteristics define SAP Fiori?

A. Role-based content presented as a dashboard

B. Colorful and animated graphical interfaces

C. Mobile accessibility only through apps

D. Customizable coding for each user

The defining characteristic of SAP Fiori is its role-based approach, which ensures that users receive tailored content based on their specific roles within the organization. This feature enhances productivity by allowing users to focus on the tasks that are most relevant to them, presenting the essential functions and data they need right on their dashboard. The design philosophy behind Fiori emphasizes simplicity, usability, and a responsive interface, making it not only user-friendly but also highly efficient in accessing pertinent information. While colorful and animated graphical interfaces are components that contribute to the overall user experience, they are not a defining characteristic of Fiori. The focus is more on functionality and usability rather than merely aesthetics. Additionally, mobile accessibility in SAP Fiori encompasses both applications designed for mobile use and responsive web design, meaning that it's not limited to just mobile apps. Customizability in Fiori does exist, but it typically revolves around configurability rather than requiring each user to have custom-coded solutions, allowing for a more streamlined and consistent application while still providing flexibility.

6. Which feature is included in the Sales Order Fulfilment Monitor app?

A. Users can create new sales orders

B. It allows tracking of sales documents only

C. It highlights problems within the process

D. Resolution of pricing conditions

The Sales Order Fulfilment Monitor app is designed to provide insights into the sales order fulfillment process, primarily focusing on identifying and highlighting issues or problems that arise. This feature is critical for sales teams, as it allows them to take proactive measures to address potential delays or obstacles in the order fulfillment process, thereby improving overall efficiency and customer satisfaction. The ability to highlight problems allows users to focus on specific areas that may need attention, such as inventory shortages, delivery delays, or issues with pricing conditions. By bringing these problems to the forefront, the app enables timely interventions and better decision-making. Other functionalities are not part of this application's primary objectives. For instance, creating new sales orders falls outside its scope, which is focused on monitoring and managing existing orders. Tracking sales documents specifically may limit the app's capabilities, while addressing the resolution of pricing conditions is generally handled in different modules or areas of the SAP system, not specifically through this monitoring tool. Thus, the emphasis on highlighting problems makes this feature a vital component of the Sales Order Fulfilment Monitor app.

7. What are prerequisites for utilizing PDF-based forms in the system?

- A. Setting business function SD_01 to active and using Excel for forms design
- B. Setting business function SD_01 to active and defining new forms in Form Builder**
- C. Utilizing legacy systems for document management and activating SD_01
- D. Defining new forms in SAP GUI without additional settings

The correct choice focuses on the need to activate the business function SD_01, which is essential for enabling key sales and distribution functionalities within SAP S/4HANA. This function specifically supports the use of PDF-based forms. Along with this activation, it highlights the importance of utilizing the Form Builder tool for defining new forms, which allows for the customization and proper formatting of PDF documents. Form Builder is a critical component in SAP that provides the necessary interface for designing and maintaining forms tailored to specific business requirements. By using Form Builder, users can define various attributes of the forms, such as layout, fields, and logic, which ensures that the generated PDF forms meet the functional needs of the organization. The combination of activating the business function and using Form Builder is crucial because without either of these prerequisites being met, the system may not properly generate or manage PDF-based forms, leading to potential issues in documentation and customer communication processes. In contrast, utilizing Excel for forms design is not supported within the context of SAP S/4HANA as it does not integrate directly with the system for PDF form generation. Similarly, relying solely on legacy systems for document management does not align with the current S/4HANA architecture, which encourages modern solutions for such tasks.

8. What could be the origin of a partner in a sales order? (Choose two answers)

- A. Distribution channel
- B. Customer hierarchy**
- C. Order priority
- D. Preceding Condition Contract

The origin of a partner in a sales order can be traced back to the customer hierarchy and the associated relationships within that hierarchy. The customer hierarchy allows organizations to define how customers relate to each other, which can determine how sales orders are processed and who is considered the partner in those transactions. This structure can impact pricing, liabilities, and communication throughout the sales process. In the context of sales orders, the customer hierarchy provides a systematic way to manage multiple customers linked through various attributes, enabling efficient handling of orders and ensuring that all relevant partners are recognized in the order process. This is why the customer hierarchy is a valid source of partner information in sales orders. While the other choices may relate to other components of sales order processing, they do not specifically pertain to defining partners in the same way. For example, the distribution channel pertains to how products are delivered to customers, order priority relates to the urgency or importance of the sales order itself, and preceding condition contracts are agreements that may influence pricing but do not inherently establish a partner's origin in the sales process.

9. What functionality allows a customer to combine billing categories like one-time, recurring, and usage-based billing?

- A. Billing Document Requests**
- B. Billing Plans
- C. Invoice Management
- D. Payment Terms Configuration

The functionality that allows a customer to combine billing categories like one-time, recurring, and usage-based billing is best represented by billing plans. Billing plans are essential in managing the various types of billing structures that a business may require. They enable companies to set up flexible and varied billing arrangements to suit different customer needs and preferences. With billing plans, organizations can define specific parameters for each billing category, allowing for the effective combination of one-time charges, periodic billing (recurring), and charges based on usage. This flexibility is crucial for businesses that operate under different pricing models and want to streamline their accounting processes. Other choices, while related to billing and invoicing in the SAP S/4Hana system, do not provide the same level of functionality for combining these specific billing categories. For instance, billing document requests focus more on the process of requesting documents for billing rather than managing different billing types, invoice management deals with the processing and handling of invoices specifically, and payment terms configuration relates to setting up the payment conditions without combining billing categories.

10. When creating a business partner in SAP, the allocation of the business partner number is controlled by which object?

- A. Business partner grouping**
- B. Business area
- C. Customer group
- D. Sales organization

The allocation of the business partner number in SAP is indeed controlled by the business partner grouping. This grouping is a key configuration setting that determines the number range for business partner numbers assigned during the creation process. When a new business partner is created, the system references the business partner grouping to ascertain which number range to use for the new entry. This grouping can effectively segment business partners into different categories, such as customers, vendors, or prospects, each potentially having its dedicated number range to ensure proper organization and avoid conflicts. In contrast, the other choices—business area, customer group, and sales organization—serve different purposes within the SAP ecosystem. The business area relates to the organizational structure for reporting and accounting, the customer group categorizes customers for pricing and sales purposes, and the sales organization defines the sales structure within the company. However, none of these elements directly influence the numbering allocation during the creation of a business partner.

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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