SAP Sales and Distribution Certification Practice Exam (Sample)

Study Guide

BY EXAMZIFY

Everything you need from our exam experts!

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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

1. What is the purpose of the moving price or standard price on the accounting view in the material master? (Select two)

   A. To define the value that is used when posting the receivables for a customer ordering this material

   B. To determine the value that is used for the accounting document when posting goods issue

   C. To display statistical information for the costs in the pricing environment of a sales order

   D. To define the sales price that is used when selling this material to a customer

2. What feature of the service desk allows analysis and monitoring of the entire SAP solution?

   A. Root cause analysis

   B. Implementation roadmap

   C. SAP notes

   D. SAP solution manager diagnostics

3. Which statements regarding the post goods issue process are correct?

   A. The post goods issue changes stock account values in accounting

   B. The post goods issue reduces stock levels

   C. The post goods issue process is executed with reference to the respective sales order

   D. The post goods issue is invoked only once for each delivery

4. In relation to condition maintenance, what must be set to accommodate the sales organization and other parameters?

   A. Pricing procedure

   B. Access sequence

   C. Condition type

   D. Condition table

5. How does a user get alerted if the entered material in a sales order is not available?

   A. The incompletion log displays the unconfirmed schedule line

   B. The availability control screen appears

   C. The schedule line is highlighted by the system

   D. An error message is displayed on the status bar

6. When creating a new sales order, which master data is automatically copied? (Select 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

7. How is the item category determined when a delivery is created with reference to a sales order?

   A. The item category is determined in the delivery using the criteria delivery type, item category group, and item usage

   B. The item category is determined using copy control between the sales document type and the delivery type

   C. The item category is proposed from the material master

   D. The item category in the delivery is determined based on the item category of the corresponding item in the sales document

8. When creating an outbound delivery reference to a sales order, which pieces of information can be altered?

   A. The weight

   B. The ship-to-party

   C. The plant

   D. The delivery quantity

9. What is necessary for a sales order to generate a delivery note?

   A. The availability check must be successful

   B. The sales order must be marked as urgent

   C. The customer must have set payment terms

   D. The sales representative must be assigned to the order

10. Which elements can influence whether an availability check gets performed?

    A. The schedule line category in the sales document

    B. The delivery type

    C. The check group in the material master

    D. The item category in the sales document

Answers

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

Explanations

1. **What is the purpose of the moving price or standard price on the accounting view in the material master? (Select two)**

    A. To define the value that is used when posting the receivables for a customer ordering this material

    B. To determine the value that is used for the accounting document when posting goods issue

    C. To display statistical information for the costs in the pricing environment of a sales order

    D. To define the sales price that is used when selling this material to a customer

The purpose of the moving price or standard price on the accounting view in the material master primarily relates to inventory valuation and cost accounting rather than the sales pricing or customer receivables directly. A moving price or standard price defines how inventory is valued for accounting purposes. It is critical when calculating the costs associated with goods movement within the system. The moving price particularly reflects the average cost of the inventory over time, which is used for valuing stock and affects the financial statements. When goods are issued from inventory, the system uses this price to determine the cost of goods sold in the accounting document. This reflects in option B, where the value is essential for posting the accounting documents for goods issues accurately. While option C mentions statistical information in the sales order environment, it does not align with the primary functions of the moving price or standard price, which are more closely related to financial reporting and cost management than to simply displaying costs for sales orders. Therefore, the focus of moving and standard prices is primarily on inventory valuation, accounting for goods movements, and ensuring accurate financial reporting through the valuation that affects the cost of goods sold, rather than directly defining sales prices or receivables for customers.

2. **What feature of the service desk allows analysis and monitoring of the entire SAP solution?**

    A. Root cause analysis

    B. Implementation roadmap

    C. SAP notes

    D. SAP solution manager diagnostics

The feature of the service desk that enables analysis and monitoring of the entire SAP solution is SAP Solution Manager Diagnostics. This tool provides a comprehensive view of the SAP landscape, allowing organizations to monitor system performance, analyze issues, and ensure that the SAP environment operates efficiently.   SAP Solution Manager Diagnostics is designed to provide insights into the various components of the SAP system, facilitating quick identification of problems and performance bottlenecks. This capability is crucial for maintaining system stability and optimizing performance across different modules and instances within the SAP framework. While root cause analysis is a valuable component of troubleshooting and identifying underlying issues, it does not encompass the full monitoring capacity of the entire SAP solution. Similarly, an implementation roadmap offers guidance on how to deploy SAP solutions but doesn't pertain to ongoing analysis or performance monitoring. SAP Notes are important documents that provide updates, corrections, and tips related to SAP software, but they serve a different purpose than the overarching diagnostic capabilities provided by SAP Solution Manager.

3. Which statements regarding the post goods issue process are correct?

A. The post goods issue changes stock account values in accounting

B. The post goods issue reduces stock levels

C. The post goods issue process is executed with reference to the respective sales order

D. The post goods issue is invoked only once for each delivery

In the context of the post goods issue (PGI) process in SAP, the accurate statement focuses on the financial implications associated with stock movement and accounting entries. When a post goods issue is executed, it signifies that the goods have been physically shipped to the customer, marking a crucial transition in inventory management and accounting practices. One of the important effects of the PGI is its direct impact on stock account values within the accounting module. This process will typically lead to a reduction in the stock quantity in the inventory management module while simultaneously creating accounting entries that are recognized in financial accounting. Essentially, through this posting, the system updates the accounting records to reflect the decrease in stock value. This synchronization ensures that both the stock levels in inventory and the corresponding values in financial statements are aligned with the actual operational reality. Other statements may have aspects of truth, but they are either too specific or do not capture the comprehensive nature of the PGI transaction's effects as thoroughly as the correct one. For example, while the post goods issue does reduce stock levels, it also notably affects the accounting entries, which is a more comprehensive aspect of the process. The relation to a sales order, while relevant, does not inherently address the financial impact of stock valuation changes, and the

4. In relation to condition maintenance, what must be set to accommodate the sales organization and other parameters?

A. Pricing procedure

B. Access sequence

C. Condition type

D. Condition table

In the context of condition maintenance within SAP Sales and Distribution, setting up a condition table is essential for accommodating various parameters, including the sales organization. Condition tables define the structure of conditions and the rules under which specific pricing data can be accessed. They consist of fields that determine how prices are calculated based on various criteria, like sales organization, customer, material, and other relevant parameters. When you set up a condition table, you are essentially establishing the foundations for how pricing information is stored and retrieved in SAP. This is critical because the sales organization and other parameters must be correctly aligned in order for the system to efficiently fetch the right data when transactions occur. Each condition table can be customized to reflect the unique business requirements of an organization, thus ensuring that pricing conditions accurately reflect the desired sales strategies. For instance, if you have a specific sales organization that operates under different pricing conditions than others, setting distinct condition tables allows you to manage these variations effectively. Therefore, having the correct condition table set up is fundamental for maintaining accurate pricing conditions that correspond to different sales organizations and other parameters within the SAP system.

5. How does a user get alerted if the entered material in a sales order is not available?

A. The incompletion log displays the unconfirmed schedule line

B. The availability control screen appears

C. The schedule line is highlighted by the system

D. An error message is displayed on the status bar

When a user enters a material in a sales order that is not available, the system generates an automatic response to notify the user of this condition. In this case, availability control plays a crucial role in managing stock levels and ensuring that orders can be fulfilled based on real-time inventory data.   When a user is working within the sales order creation process and inputs a material that is unavailable, the availability control screen appears. This screen provides detailed information regarding the quantity available, the quantity confirmed, and any other relevant stock details, allowing the user to comprehend the situation effectively. It gives clarity on what can be fulfilled and what cannot, enabling the user to take appropriate actions, such as adjusting the order quantities or exploring alternatives. In contrast, the other options may not provide the direct information required for understanding the availability status. The incompletion log relates to required fields in the order that have not been filled out, the highlighting of a schedule line indicates a processing step but lacks any relevant data about material availability, and an error message on the status bar might provide minimal feedback without the contextual details that the availability control screen offers. Therefore, the appearance of the availability control screen is the most effective method for alerting the user about material unavailability in a sales order.

6. When creating a new sales order, which master data is automatically copied? (Select 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

In the context of creating a sales order within SAP, certain master data elements are indeed automatically copied based on predefined relationships and data configurations within the system. The option regarding the agreement on partial deliveries from the sales area data of the ship-to party is correct because this specific information is relevant to how the order will be executed in terms of logistics and delivery processes. When a sales order is created, SAP refers to the ship-to party's data to determine if any specific delivery terms are applicable, including whether partial deliveries are permitted. This ensures that the sales order adheres to the logistical capabilities and preferences defined for that particular shipping address. This is essential for streamlining the order fulfillment process as different customers may have different requirements regarding how their products are delivered. By automatically incorporating this information, users can avoid manual entry errors and ensure compliance with customer agreements right from the initial order creation. The other choices pertain to different types of master data that may not always be copied automatically or may be more context-dependent based on the specific configurations of the organization. Therefore, it's important to understand that while certain information is indeed useful and potentially relevant for sales orders, it may not be automatically drawn in all instances, depending on the circumstances of the order or the data settings configured in

7. How is the item category determined when a delivery is created with reference to a sales order?

A. The item category is determined in the delivery using the criteria delivery type, item category group, and item usage

B. The item category is determined using copy control between the sales document type and the delivery type

C. The item category is proposed from the material master

D. The item category in the delivery is determined based on the item category of the corresponding item in the sales document

The determination of the item category during the creation of a delivery with reference to a sales order is primarily based on the characteristics of the items in the sales document. When a delivery is created, the system looks at the item categories associated with the items in the sales order. This is because the item category in the delivery needs to reflect the nature of the items as defined in the original sales order to ensure consistency in processing and reporting. By using the item category from the corresponding items in the sales order, the delivery can inherit relevant attributes such as pricing procedures, item handling processes, and delivery and billing specifications. This approach ensures that the delivery correctly mirrors the sales order's requirements, maintaining the integrity of data throughout the sales process. While other options provide valid insights into item category determination processes, they do not focus on the crucial relationship between the sales order and the delivery. Thus, the determination of the item category in the delivery by referencing the item category of the corresponding item in the sales document accurately captures the intended linkage between these two important components in sales and distribution.

8. When creating an outbound delivery reference to a sales order, which pieces of information can be altered?

A. The weight

B. The ship-to-party

C. The plant

D. The delivery quantity

When creating an outbound delivery reference to a sales order, the weight can be altered because it is a detail that can be adjusted based on packaging, handling, or transport considerations. This flexibility allows logistics personnel to account for various factors, such as the specific weights of individual packages or changes in how products are packed for shipment. Adjusting the weight in the outbound delivery is essential for accurate shipping, freight calculation, and compliance with transportation regulations. The other pieces of information mentioned, such as the ship-to-party, plant, and delivery quantity, have more constraints in terms of altering them in the outbound delivery process. The ship-to-party is typically determined by the sales order's specifications, and changing it would require a significant modification to the underlying order. Similarly, the plant is a critical component associated with the sales order; altering it might not be feasible since it usually reflects where the goods are sourced from. The delivery quantity in an outbound delivery is usually dictated by the sales order's details and can only be altered within certain limits, typically not to exceed the quantity specified in the sales order.

9. What is necessary for a sales order to generate a delivery note?

A. The availability check must be successful

B. The sales order must be marked as urgent

C. The customer must have set payment terms

D. The sales representative must be assigned to the order

For a sales order to generate a delivery note, a successful availability check is critical. This check assesses whether the required materials are available in stock and can be delivered within the promised time frame. When a sales order is created, the system performs this check to ensure that the items ordered can indeed be fulfilled. If the items are available, the system proceeds to create a delivery note, which is essential for the shipping process and allows the order to be processed further. While factors such as marking the order as urgent, having set payment terms, and assigning a sales representative may be important in other contexts, they do not directly impact the generation of a delivery note. The availability check is a key prerequisite because it ensures that logistics can proceed without delays, maintaining efficiency in fulfilling customer orders.

10. Which elements can influence whether an availability check gets performed?

A. The schedule line category in the sales document

B. The delivery type

C. The check group in the material master

D. The item category in the sales document

The schedule line category in the sales document plays a critical role in determining whether an availability check is performed. It dictates how the system processes the sales order items, including aspects such as shipping, delivery, and availability checks. The specific configuration of the schedule line category informs the system whether to execute an availability check, bypass it, or conduct a different type of check instead. In SAP Sales and Distribution, the parameters defined within the schedule line category will reference availability checks set within the system configuration, which reflects the business rules. For instance, if the schedule line category is designated to trigger an availability check, the system will verify stock levels against the customer's requested delivery date. While the delivery type and item category also have their roles in document processing, they do not have a direct influence on whether an availability check is executed. The delivery type mainly pertains to the logistics aspects of how goods are to be delivered (e.g., outbound delivery processes), whereas the item category influences item-specific processing and certain characteristics of the sales document. The check group in the material master adds another layer of control but primarily focuses on determining which checks, including availability checks, will be performed and is more of a background configuration element. Thus, while all elements contribute to the overall sales

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://sap-salesanddistributioncertification.examzify.com

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