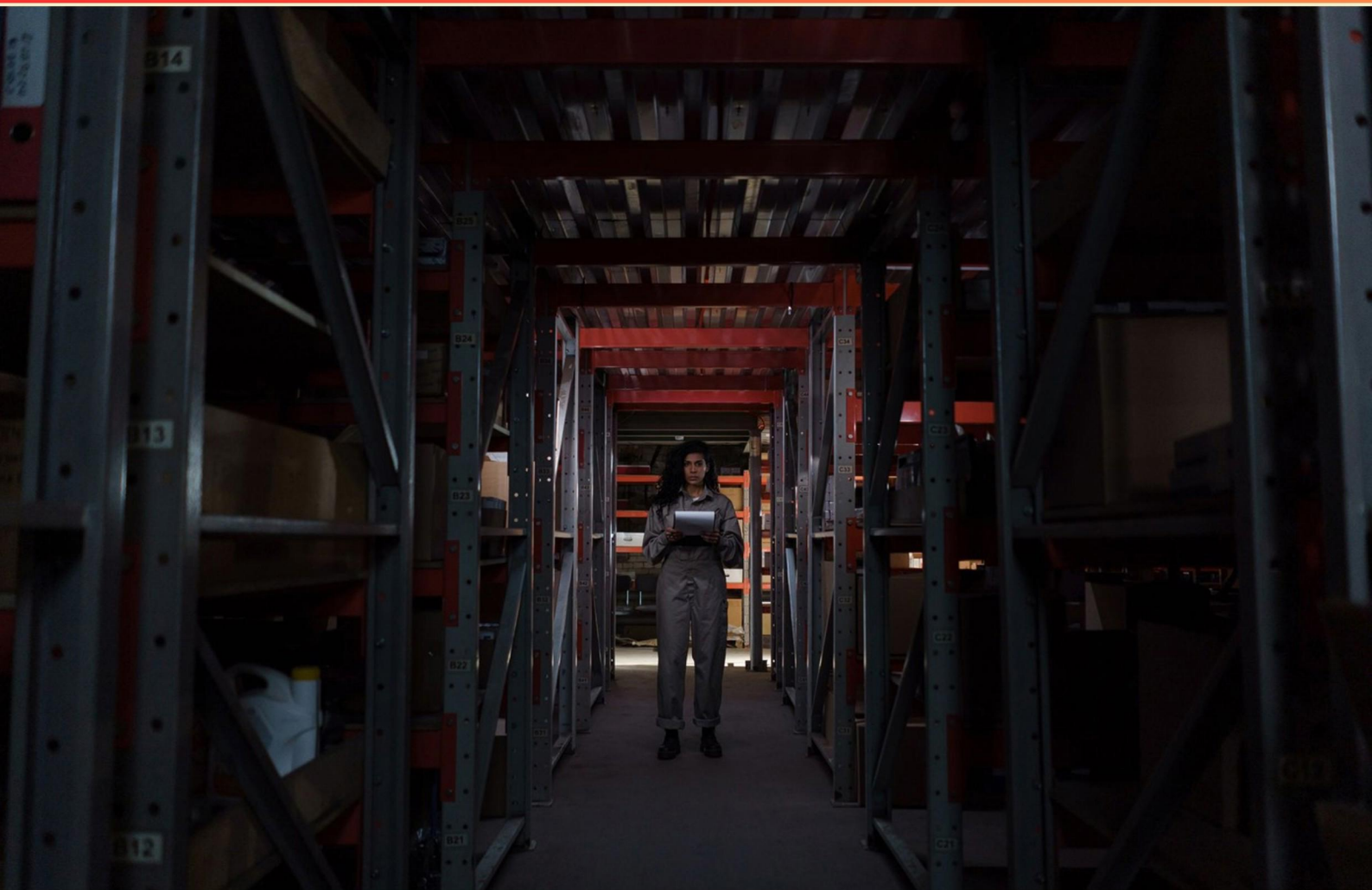


SAP SALES AND DISTRIBUTION CERTIFICATION PRACTICE EXAM (SAMPLE) STUDY GUIDE



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 feature allows the use of the sales document number as a reference number for open receivables?**
 - A. If enabled in customizing settings
 - B. It is automatically assigned by the system
 - C. It ensures high accuracy for payment processing
 - D. It creates a standard practice in financial documents
- 2. What is an important consideration regarding stock levels post goods issue?**
 - A. It pertains only to inbound stock
 - B. It affects corresponding requirements in materials planning
 - C. It has no impact on the financial accounting module
 - D. It will increase future stock levels
- 3. Which statements regarding the cancellation of billing documents are correct?**
 - A. A posting is made in Financial Accounting during cancellation, but the invoice is not cancelled
 - B. Corresponding posting is executed in Financial Accounting upon saving cancellation
 - C. Changed pricing conditions are possible during the cancellation document creation
 - D. Only cleared line items in Financial Accounting can be cancelled
- 4. What does the sales document type control in SAP Sales and Distribution?**
 - A. Whether document number is external or internally used
 - B. Whether an item is to be delivered
 - C. Whether a delivery document is created automatically
 - D. Whether availability is checked
- 5. Which procedure must be defined to require users to enter an order reason for sales orders?**
 - A. Define an incompleteness procedure and mark the order reason field as mandatory
 - B. Define an incompleteness procedure and assign a status group
 - C. Define an incompleteness procedure and set the status to "released for further process steps"
 - D. Define an incompleteness procedure and assign it to a sales document type with indicators set

- 6. What is the purpose of the credit management function in SAP SD?**
- A. To ensure proper inventory levels
 - B. To monitor customer credit limits and assess risk
 - C. To manage supplier relations
 - D. To determine product pricing
- 7. What is true regarding the configuration settings of your sales document type?**
- A. Manual sales document number assigned from number range 01
 - B. Sub-items numbered with increments of one
 - C. Sales order generates a number from number range 02
 - D. External document number can come from number range 02
- 8. 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
- 9. Which criteria can be utilized to define the schedule line category?**
- A. MRP type and shipping point
 - B. Item category and MRP type
 - C. Item category group and strategy group
 - D. Item category and document type
- 10. Which organizational assignment is necessary for plants within sales processes?**
- A. Each plant must have a unique shipping condition
 - B. A plant can only be associated with one sales organization
 - C. A plant must be assigned to at least one distribution channel
 - D. Plant assignments are optional in any sales process

Answers

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

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Explanations

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1. Which feature allows the use of the sales document number as a reference number for open receivables?

- A. If enabled in customizing settings**
- B. It is automatically assigned by the system
- C. It ensures high accuracy for payment processing
- D. It creates a standard practice in financial documents

The feature that allows the use of the sales document number as a reference number for open receivables hinges on specific configuration settings within the system. When this functionality is enabled in the customizing settings, the sales document number can be linked directly to receivables, facilitating better tracking and management of outstanding invoices. This capability is particularly beneficial for organizations as it provides a clear reference point, connecting sales orders with financial transactions. By having the sales document number serve as a reference, businesses can streamline their receivable processes and enhance accuracy when reconciling payments against open items. The other options do not accurately represent how the feature operates. While the system can assign numbers automatically, the key feature of using a sales document number as a reference depends primarily on whether it has been set up to do so in the system's customization settings. Similarly, while accuracy and standard practices are important aspects of financial documentation, they do not directly answer how the specific feature functions regarding sales document numbers as reference numbers.

2. What is an important consideration regarding stock levels post goods issue?

- A. It pertains only to inbound stock
- B. It affects corresponding requirements in materials planning**
- C. It has no impact on the financial accounting module
- D. It will increase future stock levels

The importance of stock levels after a goods issue primarily lies in their impact on materials planning. When goods are issued, whether for sales orders, deliveries, or other reasons, this action directly affects the available stock levels. Consequently, this reduction in stock must be accounted for in terms of planning future inventory and production needs. By decreasing stock levels, the system triggers a review of the corresponding requirements for materials, which is crucial for maintaining adequate inventories and ensuring that production schedules are met. Materials planning relies on accurate stock data to forecast future needs, replenish inventory, and manage supply chain dynamics effectively. This interrelatedness of stock levels and materials planning is vital for operational efficiency, as it helps prevent stockouts or overstock situations, thus sustaining a balance in supply and demand.

3. Which statements regarding the cancellation of billing documents are correct?

- A. A posting is made in Financial Accounting during cancellation, but the invoice is not cancelled
- B. Corresponding posting is executed in Financial Accounting upon saving cancellation**
- C. Changed pricing conditions are possible during the cancellation document creation
- D. Only cleared line items in Financial Accounting can be cancelled

When cancelling billing documents in the context of SAP Sales and Distribution, the correct understanding is that the corresponding posting is executed in Financial Accounting upon saving the cancellation. This means that, as part of the cancellation process, any financial entries related to the original billing document are reversed or adjusted in the financial accounting system, ensuring that the financial records remain accurate and reflect the cancelled transaction. This is an essential aspect of maintaining integrity in the financial ledgers, as it ensures that all billing events are fully accounted for. This option emphasizes the link between sales documents and financial postings, highlighting the integrated nature of SAP's modules where actions in the Sales and Distribution module directly affect records in Financial Accounting. Therefore, anytime a billing document is cancelled, there is a process that not only marks the billing document as cancelled but also ensures that this action is accurately reflected in the financial accounts. In contrast, other statements may give misleading implications about the cancellation process. For example, saying that a posting is made but the invoice is not cancelled suggests a scenario where the financial implications occur without a corresponding cancellation of the document, which does not accurately reflect the standard process. Additionally, while changes to pricing conditions during cancellation might seem plausible, the system typically does not allow for modifications to pricing when processing

4. What does the sales document type control in SAP Sales and Distribution?

- A. Whether document number is external or internally used**
- B. Whether an item is to be delivered
- C. Whether a delivery document is created automatically
- D. Whether availability is checked

The sales document type in SAP Sales and Distribution plays a crucial role in determining how sales transactions are processed within the system. One of the primary aspects it controls is whether the document number assigned to a sales order is internally or externally generated. When a sales document is created, the system uses the defined document type to establish various attributes of that document, including its numbering. An internally generated document number means that SAP automatically assigns a number sequence based on predefined settings, while an externally generated number means that users will input the document number themselves. This control is fundamental for maintaining consistent document management and ensuring that all sales documents adhere to the company's numbering conventions. Other aspects of a sales transaction, such as delivery creation, item delivery status, and availability checks, are governed by different configuration settings and do not fall under the primary control of document type.

5. Which procedure must be defined to require users to enter an order reason for sales orders?

- A. Define an incompleteness procedure and mark the order reason field as mandatory**
- B. Define an incompleteness procedure and assign a status group
- C. Define an incompleteness procedure and set the status to "released for further process steps"
- D. Define an incompleteness procedure and assign it to a sales document type with indicators set

To ensure users are required to enter an order reason for sales orders, it is essential to define an incompleteness procedure and specifically mark the order reason field as mandatory. This approach directly addresses the need for capturing vital information that can affect sales order processing. The incompleteness procedure serves a critical role in identifying which fields must be filled out before an order can proceed in the system. By marking the order reason field as mandatory, the system will prompt users to provide a justification or explanation whenever a sales order is created or modified, ensuring that this important information is consistently tracked and available for reporting and analysis. In contrast, other options relate to different aspects of managing sales order processing but do not achieve the goal of making the order reason mandatory. Assigning a status group, for example, may categorize documents but does not compel users to input specific information. Similarly, setting a status to "released for further process steps" or simply assigning an incompleteness procedure to a sales document type without focusing on the mandatory requirement would not enforce the entry of the order reason as required. Hence, the correct choice clearly outlines the necessary action to achieve the desired outcome in data entry for sales orders.

6. What is the purpose of the credit management function in SAP SD?

- A. To ensure proper inventory levels
- B. To monitor customer credit limits and assess risk**
- C. To manage supplier relations
- D. To determine product pricing

The purpose of the credit management function in SAP Sales and Distribution (SD) is to monitor customer credit limits and assess risk. This function plays a critical role in the financial health of a business by enabling organizations to evaluate the creditworthiness of customers before approving sales orders. Credit management helps businesses minimize financial risks associated with extending credit to customers. By setting credit limits based on factors such as the customer's payment history, credit rating, and overall financial stability, companies can effectively manage the likelihood of default on payments. If a customer approaches their credit limit, the system can trigger alerts or restrict future transactions, ensuring that the company does not incur unexpected financial losses. This function goes beyond simply managing individual customer accounts; it integrates with various other modules within SAP. For instance, it can connect to the financial aspects of the organization to provide a comprehensive view of credit exposure, and also support decision-making processes by enabling finance teams to track payment trends and evaluate the overall risk portfolio. In contrast, the other functions, such as managing inventory levels, supplier relations, or determining product pricing, serve different purposes and are not directly related to the assessment and management of customer credit. This distinction highlights the core focus of the credit management function: protecting the business from credit-related losses.

7. What is true regarding the configuration settings of your sales document type?

- A. Manual sales document number assigned from number range 01
- B. Sub-items numbered with increments of one**
- C. Sales order generates a number from number range 02
- D. External document number can come from number range 02

The configuration settings of a sales document type are crucial for ensuring that the sales process operates smoothly and in alignment with business requirements. The correct statement relates specifically to the treatment of sub-items within a sales document. When sub-items are included in a sales document, they are typically numbered in increments of one. This systematic incrementing facilitates clear identification and management of individual items under a sales document, allowing for easy tracking and efficient order processing. The numbering helps users and systems differentiate between various line items associated with a single sales order. While other configuration aspects mentioned in the options may be relevant in other contexts, they do not accurately reflect the standard behavior regarding sub-item numbering within sales documents. For example, the notion of manual or external document numbers and their corresponding number ranges pertains to broader document management settings, which can vary based on organizational preferences and specific configurations in different implementations of SAP.

8. 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.

9. Which criteria can be utilized to define the schedule line category?

- A. MRP type and shipping point**
- B. Item category and MRP type
- C. Item category group and strategy group
- D. Item category and document type

The choice of MRP type and shipping point as criteria for defining the schedule line category is correct because both elements play a significant role in determining how sales orders are processed in the Sales and Distribution module of SAP. The MRP type indicates how material planning is to be handled for the item, impacting production and inventory management processes, while the shipping point is tied to the logistics and physical distribution of goods from the company to the customer. Together, these two criteria allow SAP to set up specific rules and actions that dictate how items are scheduled for delivery, including planning and execution of shipments. The other criteria presented in the other choices do not cover the essential functionalities that MRP type and shipping point do in relation to sales order processing and logistics execution. For instance, while the item category and MRP type or item category group and strategy group could be important in other contexts, they do not encapsulate the complete picture of both production planning and shipping logistics necessary for defining the schedule line category comprehensively. Additionally, the document type primarily relates to the processing workflow of sales documents rather than the specifics of scheduling deliveries.

10. Which organizational assignment is necessary for plants within sales processes?

- A. Each plant must have a unique shipping condition
- B. A plant can only be associated with one sales organization
- C. A plant must be assigned to at least one distribution channel**
- D. Plant assignments are optional in any sales process

In the context of SAP Sales and Distribution, a plant must be assigned to at least one distribution channel to participate effectively in sales processes. This organizational assignment is crucial as it allows for the distribution of materials from that plant to customers through specific sales routes. Establishing this connection ensures that transactions for sales orders, deliveries, and inventory management can be accurately processed, enabling the system to understand where the products are sourced and how they will be made available to meet customer orders. Each distribution channel can have its unique characteristics in terms of pricing, availability, and logistical requirements; thus, the plant's association with at least one of these channels is necessary for efficient sales operations and planning. This assignment also facilitates the segmentation of market strategy and enables businesses to adapt sales operations according to different channels, ensuring flexibility and responsiveness to market demands. The interconnectedness between plants and distribution channels is a fundamental aspect of organizational structure within the SAP ecosystem that supports streamlined processes and operational efficiency.

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!

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