

## SAP ОБУЧЕНИЕ

### ПРИМЕРНИ ВЪПРОСИ: C\_ISR\_60

Забележка: Примерните въпроси са изготвени единствено за целите на вашата самоподготовка и не са включени в реалните изпити за сертификация. Справянето с тези въпроси не ви гарантира успешното преминаване на изпита. Същинският изпит обхваща по-широк кръг от теми, затова преди явяване на изпит за сертификация се запознайте с всички тематични области, посочени в описанието на изпита.

SAP Certified Application Associate – Retail with SAP ERP 6.0

#### Въпроси:

1. You post goods to storage location A. You notice that documents are missing, so you decide that the goods should not be used any further for the time being. The missing documents turn up at a later stage and you proceed with the respective posting. The goods are subsequently moved from storage location A to storage location B, which you also record in the system. In what sequence are the three goods movements carried out?

Select the correct answer.

a)	<input type="radio"/>	Goods receipt – transfer posting – stock transfer
b)	<input type="radio"/>	Goods receipt – stock transfer – transfer posting
c)	<input type="radio"/>	Goods receipt – transfer order – goods issue
d)	<input type="radio"/>	Goods receipt – transfer posting – goods issue

2. Within a store, you want to be able to track inventory independently at a department level. What would you use to define the department within a store?

Select the correct answer.

a)	<input type="radio"/>	Shop
b)	<input type="radio"/>	Store
c)	<input type="radio"/>	Customer
d)	<input type="radio"/>	Site

3. Each store must have an EDI Partner Profile before data can be transmitted outbound or inbound. The EDI Partner Profile requires a partner type to be defined. Which partner type is required for the EDI Partner Profile?

Select the correct answer.

a)	<input type="radio"/>	KU – Customer
b)	<input type="radio"/>	LI – Vendor
c)	<input type="radio"/>	US – User
d)	<input type="radio"/>	AP – Contact Person

4. One store in your company is supplied from a distribution center that is located in a neighboring country. For which organizational structures do you need to create the store master data?

Select true or false for each possible answer.

Note: There are 2 true answers to this question.

True	False	
<input type="radio"/>	<input type="radio"/>	You must create the store and the distribution center in different company codes.
<input type="radio"/>	<input type="radio"/>	You must assign the distribution chains in such a way that the issuing distribution chain of the distribution center is the same as the receiving distribution chain of the store.
<input type="radio"/>	<input type="radio"/>	You must create the store and the distribution center in different clients.
<input type="radio"/>	<input type="radio"/>	You must assign the store to a separate purchasing organization.

5. A fashion retailer uses seasonal procurement for purchasing in SAP Retail. In conjunction with this, they also want to use cross-docking with prepacking so that the vendors deliver the goods to the distribution center ready for the recipients.

What settings do you need to make in SAP Retail?

Select true or false for each possible answer.

Note: There are 3 true answers to this question.

True	False	
<input type="radio"/>	<input type="radio"/>	You flag the vendors as relevant for collective numbering
<input type="radio"/>	<input type="radio"/>	In Customizing for seasonal procurement, you activate the option for creating a separate vendor order for each recipient.
<input type="radio"/>	<input type="radio"/>	You assign a distribution profile to the article in the logistics data of the distribution center. The profile must contain the processing method cross-docking.
<input type="radio"/>	<input type="radio"/>	You set a delivery split for inbound deliveries in Customizing.
<input type="radio"/>	<input type="radio"/>	In the additional data of the article, you assign an additional without a procedure.

6. Which of the following can be used (among others) to define sales prices for articles in SAP Retail?

Select true or false for each possible answer.

Note: There are 3 true answers to this question.

True	False	
<input type="radio"/>	<input type="radio"/>	Promotions
<input type="radio"/>	<input type="radio"/>	Competitor pricing
<input type="radio"/>	<input type="radio"/>	Markdown pricing
<input type="radio"/>	<input type="radio"/>	Product catalog
<input type="radio"/>	<input type="radio"/>	Article monitor

7. In your customer's SAP Retail system, when a purchase order was created from a purchase requisition, the system incorrectly converted a text item into an account assignment-relevant item. What must you do to permanently correct this error?

Select the correct answer.

a)	<input type="radio"/>	Delete the assignment of item category T (=Text) to account assignment categories.
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b)	<input type="radio"/>	Define a new account assignment key.
c)	<input type="radio"/>	Flag item category T (= Text) as "not allowed" for purchase requisitions.
d)	<input type="radio"/>	Delete item category T (=Text) for the document type "Purchase order".

8. Which in-store processes can you perform using SAP Retail Store?

Select true or false for each possible answer.

Note: There are 3 true answers to this question.

True	False	
<input type="radio"/>	<input type="radio"/>	Carry out store physical inventory.
<input type="radio"/>	<input type="radio"/>	Make transfer postings.
<input type="radio"/>	<input type="radio"/>	Do Web reporting.
<input type="radio"/>	<input type="radio"/>	Create allocation tables.
<input type="radio"/>	<input type="radio"/>	Trigger sales forecasts.

9. You are expecting a slowdown in sales for the coming season.

In SAP Retail, how can you reduce a purchasing volume that has already been ordered for the coming season?

Select the correct answer.

a)	<input type="radio"/>	You cancel purchase orders in the active purchase order monitor.
b)	<input type="radio"/>	You cancel purchase orders via e-mail in the reactive purchase order monitor.
c)	<input type="radio"/>	In the activities profile, you specify that the activity "Cancel" should be executed automatically.
d)	<input type="radio"/>	You cancel purchase orders or purchase order items in the SAP Event Manager.

10. You are responsible for creating customer master records in SAP Retail. You select the appropriate 'template' for creating the customer master record that determines the number range to be used and which data fields are required.

What is the 'template' for creating customer master records?

Select the correct answer.

a)	<input type="radio"/>	Account Group
b)	<input type="radio"/>	Partner Function
c)	<input type="radio"/>	Material Type
d)	<input type="radio"/>	Industry Sector

11. What type of Assortments can be shared by multiple sites?

Select the correct answer.

a)	<input type="radio"/>	General Assortment
b)	<input type="radio"/>	Assortment Module

c)	<input type="radio"/>	Local Assortment Type A
d)	<input type="radio"/>	Local Assortment Type B

12. Supplementary logistics services (SLS) specify how an article is to be processed in the distribution center.

Which document allows for the generation of the SLS sub items?

Select the correct answer.

a)	<input type="radio"/>	Collective Purchase Order
b)	<input type="radio"/>	Group Purchase Order
c)	<input type="radio"/>	Standard Purchase Order
d)	<input type="radio"/>	Stock Transport Order

13. Business Planning and Simulation is used to map your planning scenarios. InfoCubes contain the actual and planned data required for the analysis.

Which object corresponds with the planned and actual infoCubes?

Select the correct answer.

a)	<input type="radio"/>	Planning Area
b)	<input type="radio"/>	Planning Method
c)	<input type="radio"/>	Planning Level
d)	<input type="radio"/>	Planning Package

14. As part of the implementation of SAP Retail in your company it has been decided that new article master records created require a unique sequential number to be assigned for the article number.

Where would this control option be set?

Select the correct answer.

a)	<input type="radio"/>	Article Type
b)	<input type="radio"/>	Site Master
c)	<input type="radio"/>	Merchandise Category
d)	<input type="radio"/>	Article Category

15. The article master record consists of multiple views of information. Organizational data may be mandatory or optional for the creation of a view.

Which view can be created optionally for a Sales Organization and Distribution Channel?

Select the correct answer.

a)	<input type="radio"/>	Listing View
b)	<input type="radio"/>	Logistics: DC View

c)	<input type="radio"/>	POS View
d)	<input type="radio"/>	Sales View

16. What sequences are possible during multi step replenishment planning?

Select true or false for each possible answer.

Note: There are 2 true answers to this question.

True	False	
<input type="radio"/>	<input type="radio"/>	Load sales data with stock posting – Determine requirement calculation data – Calculate requirements – Generate follow-on documents
<input type="radio"/>	<input type="radio"/>	Determine requirement calculation data – Load sales data with stock posting – Calculate requirements – Generate follow-on documents
<input type="radio"/>	<input type="radio"/>	Calculate requirements – Load sales data with stock posting – Determine requirement calculation data – Generate follow-on documents
<input type="radio"/>	<input type="radio"/>	Load sales data with stock posting – Generate follow-on documents – Determine requirement calculation data – Calculate requirements

17. In price determination, the condition basis for a discount should be determined dynamically as the difference between two subtotals. What settings do you need to make in SAP Retail so that this request can be implemented?

Select true or false for each possible answer.

Note: There are 2 true answers to this question.

True	False	
<input type="radio"/>	<input type="radio"/>	The two subtotals must be assigned in the calculation schema above the discount condition type.
<input type="radio"/>	<input type="radio"/>	The condition basis is determined using a basis formula.
<input type="radio"/>	<input type="radio"/>	No mathematical operations can be carried out with the subtotals of the calculation schema.
<input type="radio"/>	<input type="radio"/>	The condition basis of the discount condition must correspond to one subtotal.
<input type="radio"/>	<input type="radio"/>	The percentage discount condition type must have a from-reference step.

18. A retailer wants to use the allocation table function regularly to distribute merchandise evenly from the DC to multiple stores. What do you need to do in SAP Retail to prepare for this process?

Select true or false for each possible answer.

Note: There are 2 true answers to this question.

True	False	
<input type="radio"/>	<input type="radio"/>	You create an allocation table type that contains the allocation strategy "Equal Distribution".
<input type="radio"/>	<input type="radio"/>	You create a site group for the stores.
<input type="radio"/>	<input type="radio"/>	You create a notification category that contains the business transaction "Stock Reduction".
<input type="radio"/>	<input type="radio"/>	You create an allocation rule type in which storage location determination is activated for the distribution center.

<input type="radio"/>	<input type="radio"/>	You set up an item category that, among other things, controls the generation of vendor orders as follow-on documents.
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19. What data do you need to optimize the sales price of articles in SAP Demand Management?

Select true or false for each possible answer.

Note: There are 3 true answers to this question.

True	False	
<input type="radio"/>	<input type="radio"/>	Article master data
<input type="radio"/>	<input type="radio"/>	Sales data
<input type="radio"/>	<input type="radio"/>	Price changes
<input type="radio"/>	<input type="radio"/>	Restriction profiles
<input type="radio"/>	<input type="radio"/>	Article list

20. Which components belong to the SAP POS solution?

Select true or false for each possible answer.

Note: There are 3 true answers to this question.

True	False	
<input type="radio"/>	<input type="radio"/>	POS Xpress
<input type="radio"/>	<input type="radio"/>	POS Manager
<input type="radio"/>	<input type="radio"/>	POS Configurator
<input type="radio"/>	<input type="radio"/>	Mobile POS devices
<input type="radio"/>	<input type="radio"/>	Converter

### Отговори:

1 a) Correct	2 a) Correct	3 a) Correct	4 a) Correct	5 a) Correct
1 b) Incorrect	2 b) Incorrect	3 b) Incorrect	4 b) Correct	5 b) Correct
1 c) Incorrect	2 c) Incorrect	3 c) Incorrect	4 c) Incorrect	5 c) Incorrect
1 d) Incorrect	2 d) Incorrect	3 d) Incorrect	4 d) Incorec	5 d) Incorrect
				5 e) Incorrect
6 a) Correct	7 a) Correct	8 a) Correct	9 a) Correct	10 a) Correct
6 b) Correct	7 b) Incorrect	8 b) Correct	9 b) Incorrect	10 b) Incorrect
6 c) Correct	7 c) Incorrect	8 c) Correct	9 c) Incorrect	10 c) Incorrect
6 d) Incorrect	7 d) Incorrect	8 d) Incorrect	9 d) Incorrect	10 d) Incorrect
6 d) Incorrect		8 e) Incorrect		
11 a) Correct	12 a) Correct	13 a) Correct	14 a) Correct	15 a) Correct

11 b) Incorrect	12 b) Incorrect	13 b) Incorrect	14 b) Incorrect	15 b) Incorrect
11 c) Incorrect	12 c) Incorrect	13 c) Incorrect	14 c) Incorrect	15 c) Incorrect
11 d) Incorrect	12 d) Incorrect	13 d) Incorrect	14 d) Incorrect	15 d) Incorrect
<b>16 a) Correct</b>	<b>17 a) Correct</b>	<b>18 a) Correct</b>	<b>19 a) Correct</b>	<b>20 a) Correct</b>
16 b) Correct	17 b) Correct	18 b) Correct	19 b) Correct	20 b) Correct
16 c) Incorrect	17 c) Incorrect	18 c) Incorrect	19 c) Correct	20 c) Correct
16 d) Incorrect	17 d) Incorrect	18 d) Incorrect	19 d) Incorrect	20 d) Incorrect
	17 d) Incorrect	18 d) Incorrect	19 d) Incorrect	20 d) Incorrect