Vendor:SAP

Exam Code:C_BYD01_1811

Exam Name:SAP Certified Application Associate - SAP Business ByDesign

Version: Demo

QUESTION 1

An external consultant is ordered to work in a customer project

He is staffed to a work package with service W.

The purchase order contains service 0.

The sales order linked to the task contains service S.

Which one of the following services is the external consultant allowed to record in the time sheet?

A. The external consultant can record only the ordered service 0 .

B. The external consultant can record any of the services.

C. The external consultant can record only the work package service W.

D. The external consultant can record only the sold service S.

Correct Answer: D

QUESTION 2

Which of the following prerequisites are needed to create a customer demand for a material that is planned in a project?

Note: There are 2 correct answers to this question.

A. The material must be ordered through a project purchase request

B. The material must be a stocked material

C. The material must be contained in a project stock order

D. The material must be sold through the sales order that is linked to the project

Correct Answer: AD

QUESTION 3

Which sales order characteristic determines whether you can use project invoicing?

A. The sales unit

B. The product

C. The bill-to party

D. The item type

Correct Answer: D

QUESTION 4

A customer invoice needs to be created based on an invoice request.

What are valid preceding document types?

Note: There are 3 correct answers to this question.

A. Service confirmation

B. Contract

C. Inbound delivery

D. Outbound delivery

E. Customer return

Correct Answer: ABD

QUESTION 5

Which steps are covered in the marketing-to-sales scenario?

Note: There are 3 correct answers to this question.

A. Create contacts from landing pages

B. Convert follow-up sales documents

C. Capture responses from campaigns

D. Qualify leads and hand-over to sales

E. Plan marketing budgets

Correct Answer: ACD

QUESTION 6

Which planning dimensions are supported in projects? Note: There are 3 correct answers to this question.

A. Revenue

B. Quality

C. Time

D. Cost

E. Cashflow

Correct Answer: CDE

QUESTION 7

Which data is replicated in the SAP Business ByDesign / Concur Expense integration? Note: There are 3 correct answers to this question.

A. Spending data

B. Invoices

C. Employees

D. Cost objects

E. Receipt images

Correct Answer: ABD

QUESTION 8

Which types of predictive profit information are available for the profit analysis?

A. Order Profit Earned profit

B. Invoice Profit Earned profit

C. Invoice Profit Order profit

D. Invoice Profit Delivery profit

Correct Answer: A

QUESTION 9

Which accrual methods are supported for project sales (fixed price / time and material)? Note: There are 3 correct answers to this question.

A. Recognize at point of delivery

B. Recognize at completed contract (revenue only)

C. Recognize using cost-to-cost POC

D. Recognize using work-to-work POC

E. Recognize at point of invoice

Correct Answer: CDE

QUESTION 10

Which of the following tasks can sales planning do?

Note: There are 3 correct answers to this question.

A. Copy targets from MS Excel

B. Change aggregated plan data in MS Excel

C. Copy sales plans and adjusting them for the next planning period

D. Make the plan, forecast, and actual reports available as standard analytics content

E. Simulate target achievements based on last year\\'s sales volume

Correct Answer: CDE

QUESTION 11

Which of the following options can be configured in the Product Master?

Note: There are 3 correct answers to this question.

A. Sales Unit of Measure

B. Cash Discount Allowed

C. Tax Exemptions

D. Transport Zone Assignment

E. Standard Price Value

Correct Answer: ABE

QUESTION 12

Which activities are available in the over the counter sales process?

Note: There are 2 correct answers to this question.

A. Managing receivables

B. Creating quotes

C. Managing warehouse tasks

D. Outbound delivery

Correct Answer: BD