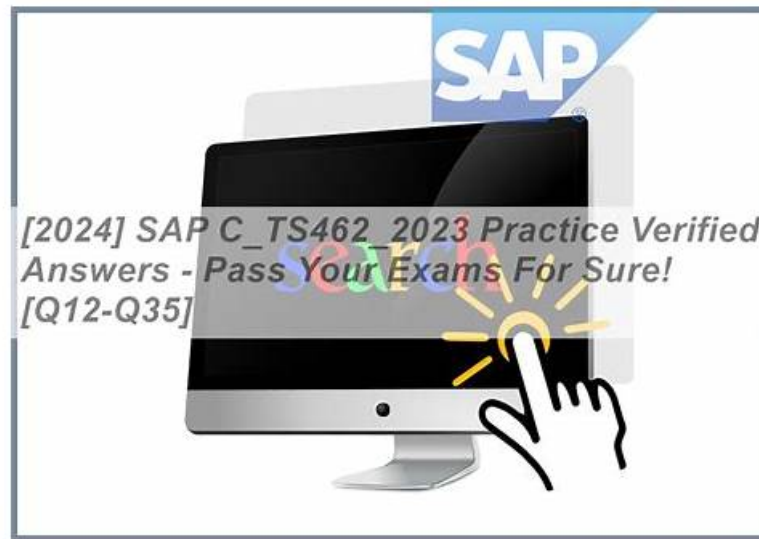


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主題 2	Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.
主題 3	Pricing and Condition Technique: The section on pricing and condition technique falls under the broader topic of sales documents and customizing, covering related tasks and explanations.
主題 4	Shipping Process and Customizing: This topic describes the processing of shipping transactions and their integration with sales order management, including the relevant customization settings.
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問題 #13

When an outbound delivery is created for a sales order, from which object does the system determine the default delivery type to be used?

- A. Shipping conditions
- **B. Sales order type**
- C. Shipping point
- D. Sales order item category

答案: B

問題 #14

You maintain a sales order with several items and apply a manual freight charge. The system should automatically distribute the freight charge among the items based on the net value.

What do you need to do?

- A. Set up the freight charge as a header condition.
- B. Set up calculation type B (fixed amount) for the freight charge.
- C. Assign a group condition routine to the freight charge.
- **D. Set up condition type groups for the freight charge.**

答案: D

解題說明:

Billing Process and Customizing

問題 #15

Which of the following settings are required to be able to deliver a product? Note: There are 2 correct answers to this question.

- A. You need to set up copying control in Logistics Execution System for the item category.
- **B. You need to set the Schedule Lines Allowed indicator in the item category.**
- **C. You need to set up the item category as relevant for delivery-related billing.**
- D. You need to set the Item Relevant for Delivery indicator in the item category.

答案: B,C

問題 #16

When you create a sales order with reference to a quotation, you want to ensure the entire quotation is always included in the order.

Where do you make this setting?

- A. Order item category
- B. Order type
- C. Quotation type
- **D. Copying control**

答案: D

解題說明:

To ensure the entire quotation is always included in the sales order, the setting is made in:

A . Copying control: This defines how data is transferred from one document to another, such as from a quotation to a sales order, and can be configured to ensure the complete transfer of all items from the quotation.

問題 #17

You sell a product for which there is a bill of material. What must you set to ensure that the components automatically appear as sub-items in the order?

- A. The item usage during the item category determination of each sub-item
- B. The structure scope in the item category of the main item
- C. The delivery group in the item category of the sub-item
- D. The material entry type in the sales document type

答案： B

解題說明：

To ensure components automatically appear as sub-items in an order for a product with a bill of material, you must set:

B. The structure scope in the item category of the main item: This determines whether and how sub-items (components) are included in sales documents.

問題 #18

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