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ANSWERS

SECTION A (40 Marks)

1. (i) Option (c) is correct.

Explanation: According to classification of industrial goods, **accessory equipment** includes capital items like calculators and office furniture that are used in an organisation's operations but do not become part of the finished product. Cotton and oil are raw materials, and trucks are considered major installations or transport equipment.

(ii) Option (a) is correct.

Explanation: **Branding** is defined as the process of assigning a distinctive name, symbol, or design to a product to help consumers identify and remember it, distinguishing it from competitors.

(iii) Option (b) is correct.

Explanation: Environmental studies highlight that the **global warming** and habitat destruction are the primary drivers for the loss of biodiversity and the extinction of migratory birds and animals.

(iv) Option (c) is correct.

Explanation: **Collective Bargaining** is an integration function of Human Resource Management (HRM). It involves negotiations between the management and the employees (usually through unions) to harmonise their interests and reach an agreement on working conditions.

(v) Option (b) is correct.

Explanation: The **Place Mix** (or Physical Distribution) includes all activities required to move the product from the producer to the consumer, such as channels of distribution, warehousing and inventory control.

(vi) Option (c) is correct.

Explanation: **Variable Costs** are those that vary directly with the level of output. As the bakery produces more bread, it requires more flour; therefore, the cost of flour is a variable cost.

(vii) Option (a) is correct.

Explanation: In the growth stage, demand for the product increases and the firm selects a limited number of reliable and efficient dealers to maintain quality control, build brand image, and ensure better market coverage. Selective distribution helps the company expand its market while maintaining control over distribution channels.

(viii) Option (c) is correct.

Explanation: **Personal selling** is a two-way, face-to-face form of communication. While it is flexible and uses oral messages, it is a highly specific method and cannot involve contact with "unlimited people", which is a characteristic of advertising.

(ix) Option (b) is correct.

Explanation: A balance sheet for a non-trading organisation shows the **assets and liabilities** (1) to present the **financial position** (4) of the entity on a specific date.

(x) Option (a) is correct.

Explanation: Laundry, beauty parlour, tailoring and dry-cleaning are examples of **personal services** because they are intangible activities performed specifically for an individual to satisfy a personal need (grooming, repair, or clothing).

(xi) Option (c) is correct.

Explanation: By converting waste flowers into incense sticks, the company is practicing **recycling**—processing waste materials into new, useful products.

(xii) Option (a) is correct.

Explanation: **Savings and Current accounts** provide high liquidity. While savings may have some frequency limits, they are not "locked" for a specific period like Fixed or Recurring deposits.

(xiii) Option (c) is correct.

Explanation: Human Resource Management emphasizes that providing development opportunities is significant to the **profession**. It improves the quality of work life by providing healthy working environment. It involves (a) Providing maximum opportunities for personal development to each employee. (b) Maintaining healthy relationship between each employee. (c) Allocating work properly.

(xiv) Option (b) is correct.

Explanation: **Orientation (or Induction) Training** is the systematic programme designed to introduce new employees to their workplace, colleagues and organisational policies to help them adjust quickly.

(xv) Option (d) is correct.

Explanation: Both statements are true. Banks act as agents (A). Banks also perform utility functions like issuing drafts and underwriting (R). However, performing utility functions is not the *reason* why they act as agents for customer instructions.

(xvi) Option (a) is correct.

Explanation: The document shown is a **Pay-in-slip**, used by customers to deposit cash or cheques into their bank accounts.

(xvii) Option (c) is correct.

Explanation: **Public Relations** is a planned effort to build a positive image. It is not a

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SAP Certified Associate - Business Process Integration with SAP S/4HANA Sample Questions (Q18-Q23):

NEW QUESTION # 18

Which end-to-end business processes are included with SAP S/4HANA in the context of the Intelligent Enterprise? Note: There are 3 correct answers to this question.

- A. Order to cash
- B. Record to report
- C. Design to build
- **D. Source to pay**
- E. Request to service

Answer: D

NEW QUESTION # 19

A goods issue is posted against a production order. What are the results?
Note: There are 3 correct answers to this question.

- A. Internal labor costs are posted.
- **B. The material reservation is reduced.**
- **C. Actual costs are updated in the production order.**
- **D. A material ledger document is created.**
- E. A warehouse task is created.

Answer: B,C,D

NEW QUESTION # 20

You've been tasked with converting SAP Fiori Tile groups to SAP Fiori Spaces.
Which of the following assignments should be made?

- A. Assign Sections to Spaces
- B. Assign Spaces to Pages
- **C. Assign Pages to Spaces**
- D. Assign Tiles to Pages

Answer: C

NEW QUESTION # 21

When creating condition master records, what data properties does the condition type control?
Note: There are 2 correct answers to this question.

- A. Currency
- **B. Validity period**
- C. Sales organization
- **D. Scales**

Answer: B,D

NEW QUESTION # 22

What planning tool prioritizes sales order forecasting and strategically plans inventory buffers?

- **A. Demand-driven MRP (DDMRP)**
- B. Constraint-based planning (PP/DS)
- C. Backorder processing (BOP)
- D. MRP simulation and resolution

Answer: A

NEW QUESTION # 23

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