Vendor: SAP

Exam Code: C_ISR_60

Exam Name: SAP Certified Application Associate - SAP for Retail with SAP ERP 6.0

Version: Demo

QUESTION NO: 1

Which of the following are the effects of a goods issue posting for an outbound delivery in SAP Retail? (Choose three)

A. The stock quantities are updated in the article master.
B. The value change is updated in the stock accounts in Financial Accounting (FI).
C. The status of the outbound delivery is updated in the document flow.
D. The pick quantity in the transfer order is updated.
E. The stock type Blocked stock changes.

Answer: A,B,C

QUESTION NO: 2

Which of the following needs to be considered when using the replenishment based inventory management procedure?

A. Only the unrestricted-use stock type is monitored.
B. Documents are created for all goods movements.
C. Different stock types are monitored.
D. Documents are created for goods receipts only.

Answer: A

QUESTION NO: 3

Which of the following functions are offered by replenishment planning in SAP Retail? (Choose three)

A. Calculating requirements for merchandise category value-only articles.
B. Determining requirements for stores based on the stock situation.
C. Considering different customer stock types.
D. Analyzing customers' sales data and stock data.
E. Generating follow-on documents.

Answer: B,D,E

QUESTION NO: 4

Which of the following are the IT scenarios powered by SAP NetWeaver Master Data Management (MDM)?

A. SRM Master Data Management, SRM Master Data Consolidation, SRM Master Data Harmonization
B. Central Master Data Management, Master Data Consolidation, Master Data Harmonization
C. ERP Master Data Management, ERP Master Data Consolidation, ERP Master Data Harmonization
D. Central Customer Master Data Integration, Customer Rich Product-Content Management, Master Data Harmonization

Answer: B

QUESTION NO: 5

Where is the supplementary calculation schema assigned?

A. Condition type
B. Calculation schema
C. Access sequence
D. Schema group

Answer: A

QUESTION NO: 6

Which of the following functions does the purchasing list offer? (Choose three)

A. Selecting characteristic values for a purchasing list item.
B. Entering planned quantities for seasonal articles per assortment.
C. Planning the number of styles of seasonal articles per vendor.
D. Planning new articles that do not yet have an article master record.
E. Creating prepacks and displays.

Answer: A,B,D

QUESTION NO: 7

You create a sales order for the wholesale distribution chain. In the pricing analysis you notice that the customer discount you have just created has not been included.

Which of the following settings made in sales price determination in SAP Retail might be the cause of this? (Choose two)

A. The determined pricing procedure does not contain the new condition type Customer discount.
B. The condition record for your new customer discount was created for the wrong distribution chain.
C. A validity date has been defined in the access sequence that is assigned to the condition type Customer discount.
D. The condition record for the customer discount is set as: cannot be changed manually.

Answer: A,B

QUESTION NO: 8

Where in the Merchandise Category Hierarchy would you find a Reference Article?

A. Any Merchandise Category Hierarchy Level
B. Merchandise Category
C. Merchandise Category Hierarchy Top Level
D. Merchandise Category Hierarchy Level and Merchandise Category

Answer: B

QUESTION NO: 9

For which of the following key figures can you maintain plan data in a purchasing list in SAP Retail? (Choose three)

A. Stock transfer
B. Initial buy fix
C. Initial buy variable
D. Putaway
E. Allocation table

Answer: B,C,D

QUESTION NO: 10

Which one of the following price determination elements must be configured so that certain condition lines of a purchase order will appear on the print output?

A. Access sequence
B. Condition type
C. Calculation schema
D. Schema group

Answer: C

QUESTION NO: 11

A corporate group has created separate company codes for the USA and Canada in SAP Retail.

For which of the following organizational levels do you have to create data in the vendor master record so that both the US and the Canadian stores in this corporate group can order goods from the vendor? (Choose three)

A. For the purchasing organization.
B. For a dummy company code.
C. For a reference company code.
D. For the American company code.
E. For the Canadian company code.

Answer: A,D,E

QUESTION NO: 12

Your customer wants a grouping structure for their articles in SAP Retail that meets the following requirements:

1. Usability for subsequent reporting (for example in SAP NetWeaver Business Intelligence).

2. Assignment of supplying sites to stores at an article grouping level.

3. Use of price lists at an article grouping level.

Which one of the following instruments can you recommend to your customer for this?

A. Classification system
B. Article hierarchy
C. Merchandise category hierarchy
D. Group hierarchy

Answer: C

QUESTION NO: 13

The departments in a large store should be able to do their own purchasing and to manage their own stocks.

Which of the following features must the master data have in this regard? (Choose two)

A. Departments are assigned to a site master record and unloading points are assigned to the departments.
B. Inventory management on a value-only basis is active for the store.
C. A department is mapped as a shop.
D. The large store is created with store category 1 (department store).

Answer: C,D

QUESTION NO: 14

Which of the following can you use to distribute allocation quantities to recipients in an allocation table? (Choose three)

A. Manually created allocation rule
B. Manually created allocation table list
C. Allocation strategy
D. Generated allocation rule list
E. SAP NetWeaver BI-generated allocation rule

Answer: A,C,E

QUESTION NO: 15

A retailer is centrally planning the assignment of merchandise quantities to the sites (Push procedure).

Which SAP Retail function would you recommend?

A. Online planning
B. Allocation table
C. Contract release order
D. Collective purchase order

Answer: B

QUESTION NO: 16

In addition to SAP Retail, you also implement SAP Warehouse Management (SAP WM) in your company.

What do you need to consider regarding the connection of SAP Retail to SAP WM?

A. Each storage location in SAP Retail is assigned one storage bin in SAP WM.
B. Each storage location in SAP Retail is assigned one warehouse number in SAP WM.
C. Each storage area is divided into several storage types.
D. Each storage location in SAP Retail is assigned several warehouse numbers.

Answer: B

QUESTION NO: 17

In Configuration, you want to activate automatic promotion determination.

Where is this setting made?

A. Promotion Theme
B. Promotion Type
C. Sales Order Document Type
D. Promotion Category

Answer: C

QUESTION NO: 18

A retail company runs a number of stores with matching assortments.

What options in SAP Retail are available for mapping this? (Choose two)

A. You can create a general assortment and assign the stores to this assortment.
B. You can use assortment modules to list the articles in the local assortments of the stores.
C. You can use assortment modules to list the articles in the local assortments of customers.
D. You can list the articles in the local assortment of a reference store and assign the other stores to the reference store.

Answer: A,B

QUESTION NO: 19

You want to procure articles externally by creating a store order using SAP Retail Store.

How would you make the system display the selection of possible external vendors? (Choose two)

A. You would assign a point of sale (POS) inbound profile to the store, with the document type set to Purchase order copy.
B. You would check if the article is listed for the store.
C. You would assign the relevant distribution center to the store as a supplying site.

D. You would sort the articles in the assortment list according to the criterion Vendor.

Answer: B,D

QUESTION NO: 20

Which of the following are the mandatory organizational levels for the Sales view of the article master?

A. Sales Organization, Distribution Channel and Site
B. Sales Organization and Distribution Channel
C. Sales Organization
D. Sales Organization and Site

Answer: B

QUESTION NO: 21

You receive goods for a vendor order.

What happens automatically when you post this transaction in the system? (Choose three)

A. The vendor invoice is generated.
B. The purchase order history in the relevant purchase order document is updated.
C. The stock quantity and stock value are updated for the relevant article master.
D. The billing due list is updated.
E. An article document is generated.

Answer: B,C,E

QUESTION NO: 22

Which of the following steps do you need to take in SAP Retail in order to use the Store order function in SAP Retail Store? (Choose three)

A. Set up store order in Customizing for SAP Retail Store.
B. Generate assortment module.
C. Generate product catalog.
D. Generate assortment list.
E. Maintain point of sale (POS) inbound profile.

Answer: A,D,E

QUESTION NO: 23

Which one of the following requirements planning methods in SAP Retail would you use if the Vendor always made deliveries on a specific day?

A. Automatic reorder point planning
B. Time phased planning
C. Manual reorder point planning
D. Forecast based planning

Answer: B

QUESTION NO: 24

Which of the following functions does the Price Planning Workbench (PPW) offer with regard to markdown proposals? (Choose three)

A. Markdown proposals are copied to a price planning document.
B. Markdown proposals can be copied.
C. Purchase prices are calculated based on markdown proposals.
D. Sales prices are calculated based on markdown proposals.
E. Markdown proposals that were generated in slow seller management in SAP NetWeaver BI can be selected.

Answer: A,D,E

QUESTION NO: 25

Which one of the following vendor partner functions is created as non-changeable, mandatory role in a vendor master record, usually in conjunction with further partner functions?

A. Payee
B. Vendor
C. Invoicing Party
D. Ordering Address

Answer: B

QUESTION NO: 26

How are markdown proposals created in the Price Planning Workbench?

A. Transferred from Open-To-Buy (OTB) planning.
B. Transferred from a price plan.
C. Manually entered.
D. Transferred from Slow Seller Management.

Answer: D

QUESTION NO: 27

A stock planner wants to change the field Minimum Safety Stock for an article in many sites. What procedures are available for doing this? (Choose two)

A. For integrated mass change, assign the field to a maintenance group and use this maintenance group in integrated mass change.
B. In table MARA, select the article and the stores and change the field value.
C. In the purchasing view of the article master at the validity level Vendor, change the field value for the relevant stores.
D. In mass maintenance, select the logistics data for the article and change the field value for the relevant article - store combinations.

Answer: A,D

QUESTION NO: 28

Which one of the following is a component of SAP Merchandise and Assortment Planning?

A. Layout Workbench
B. Store Planning
C. Price Planning Workbench
D. Operational Assortment Planning and Control

Answer: B

QUESTION NO: 29

What information on a sales document is used to determine where the goods will be delivered from?

A. Sales Organization
B. Item Category
C. Sold To Party
D. Sales Document Type

Answer: B

QUESTION NO: 30

On what customizing object are the default values for lead time and follow-up time for listing periods, lead time for goods receipts at the store and the allocation table for subsequent processing defined?

A. Purchase Order Document Type
B. Sales Order Document Type
C. Promotion Document Type
D. Allocation Table Type

Answer: C

QUESTION NO: 31

In what sequence are the price determination elements identified in order to determine the price of an item on a vendor order?

A. Schema groups - condition table - calculation schema - condition type - access sequence
B. Schema groups - calculation schema - access sequence - condition type - condition table
C. Calculation schema - schema groups - condition types - access sequences - condition table
D. Schema groups - calculation schema - condition type - access sequence - condition table

Answer: D

QUESTION NO: 32

Which of the following two master records are mandatory for every site in SAP retail?

A. Site Master and Vendor Master
B. Customer Master and Vendor Master
C. Site Master and Article Master
D. Site Master and Customer Master

Answer: D

QUESTION NO: 33

In the SAP Retail system of a company, the article master Bathtub is created in different variations (color and size).

Which of the following functions would you use to assign different prices for different variations of the bathtub? (Choose two)

A. You would use an appropriate pricing profile.
B. You would assign a separate price to each variant.
C. You would use the inheritance of the generic article price.
D. You would enter the price of the generic article in the price matrix.
E. You would use the price entry list.

Answer: A,B

QUESTION NO: 34

What happens in the requirements planning run for articles with the RP type Automatic reorder point planning in SAP Retail?

The requirements planning run: (Choose two)

A. Compares the expected warehouse stock with the reorder point
B. Uses consumption values to determine requirement quantities
C. Calculates the maximum stock level dynamically
D. Uses a lot-sizing procedure to calculate the net requirement quantity

Answer: A,D

QUESTION NO: 35

Which of the following are the features of the organization set of a promotion price plan? (Choose two)

A. It can have the type organization, site group or site.
B. It specifies the price activation level.
C. It is assigned to the articles.
D. It is created automatically and it cannot be changed.

Answer: B,C

QUESTION NO: 36

At which point in time can accruals be posted in the context of vendor rebate arrangements?

A. Purchase Order
B. Shipping Notification
C. Goods Receipt

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