

# SAP SD Interview Questions & Answers...with Explanation

## 1. What Stands for SPRO?

A) **SPRO** stands for SAP Project Reference Object

**SPRO** is used to configure the **SAP** System as per client's requirement.

**IMG** (Implementation Management Guide) menu which you will find customization settings for all SAP modules will be shown after executing **SPRO** transaction.

## 2. What is Functional Specs?

A) Functional specification is a comprehensive document which describes the desired functionality. It contains technical information and data. It describes the scope, current functionality and desired functionality of a function/transaction

## 3. What is new about SAP ECC 6.0?

A) SAP ERP Central Component 6.0 provides more than 300 functional enhancements that can improve process efficiency. In addition, it integrates the functions of most SAP industry solutions so that these solutions no longer need to be installed and set up separately.

The new SAP software also simplifies daily business tasks through more appealing and integrated user-interface concepts that increase user productivity and satisfaction

for example, by enabling the use of Duet software for integrating Microsoft applications. Go to the solution browser tool for SAP ERP to find out more. This tool allows you to identify new SAP features and functions and their business benefits in a given release of SAP ERP and enhancement packages.

After you upgrade your old version to SAP ERP 6.0, you can enhance the SAP functionality of your application without performing a further upgrade thanks to a new deployment technology - the SAP enhancement packages for SAP ERP.

The enhancement packages simplify the way you manage and deploy new software functions for SAP ERP. They enable you to take advantage of the latest software innovations while minimizing disruption to ongoing operations. You can implement selected SAP components and then activate selected business functions and enhancements on demand to meet your business requirements. This unique delivery and deployment method for enterprise software, enabled by the flexibility of enterprise Service-Oriented

Architecture (enterprise SOA) , lets you access new ERP functions while holding on to your core functions.

As a result, you can isolate the impact of software updates and quickly bring new SAP functions online through shortened testing cycles without impeding core business processes.

#### **4. What is Variant Configuration? What are the type of questions we can expect in that?**

A. Variant configuration is used where you have a configurable material like computer (made up of components like processor, monitor, keyboard, mouse etc). These components are called as characteristics in variant config. Again this will be having values like processor can be either P4 or P3, monitor can be 15" or 17" etc. Based on the values selected the variant pricing will happen using the condition type VA00.

Possible questions you can expect are: - What is variant configuration? What is characteristic? - What is value? - What is class? - What is configuration profile? - What is dependency and what are the types? - What is a variant table?

#### **5. SAP SD Customer Groups Sales Distribution Module OVS9?**

A. SAP's Sales and Distribution module is quite comprehensive and contains various features for analysis. One such feature within SAP SD is the creation of Customer Groups. Simply speaking, customer groups are part of the customer master data in SAP IMG. Customers are assigned to a particular customer group by assigning a two digit alphanumeric key. Such customer group key needs to be assigned to each and every customer master records. The main benefit of customer groups is that it can be used in generating statistics and creating condition records such as records for pricing.

One example which I can give is suppose you create two sets of customer groups, say Customer group A1 for domestic sales and Customer group A2 for international sales. You can choose to give discount to customer group A1 which are customers in the domestic market by creating a pricing condition for group A1. Customer groups can be created in SAP SD user the following menu path:

IMG >> Sales & Distribution >> Master Data >> Business Partners >> Customers >> Sales >> Define Customer Groups

Alternatively, one can use the transaction code OVS9. One needs to simply define a two digit alphanumeric customer group key. Once defined, the same can be assigned to a customer master record using the transaction code VD02. Such customer master key can be made mandatory for all customer master records.

#### **6. Tel about the Order to Cash Cycle ?**

A. A customer orders some items from your company by creating a sales order

(T.codes: VA01, VA02, VA03, Tables: VBAK, VBAP etc).

Your company decides to deliver the items ordered by the customer. This is recorded by creating a outbound delivery document (TCodes : VL01N, VL02N, VL03N, Tables: LIKP, LIPS etc).

Once the items are available for sending to the customer, you post goods issue which reduces your inventory and puts the delivery in transit. This will create a material document. You will post goods issue

using VL02N but the material document created will be stored in tables MKPF, MSEG.

You will then create shipment document to actually ship the items. (Tcodes: VT01N, VT02N, VT03N, Tables: VTTK, VTTP etc).

You finally create a sales billing document. (TCodes: VF01, VF02, VF03, Tables: VBRK, VBRP etc). This will have a corresponding accounting document created that will be in BKPF, BSEG tables.

When customer pays to your invoice, it will directly hit your Account Receivables account in FI.

You will have to remember that these are not a required sequence. Sometimes, you may configure your system to create a SD invoice as soon as you create a sales order or you may not create a shipping document at all. This is the position where Functional Consultant would come into picture and study the company's order to cash process and configure the SAP system to do so.

## **7. Explain how we will configure milestone billing, periodic billing and which scenario we will use?**

**A. Menu path: IMG->sales & distribution->Billing->billing plans->define billing plan types.**

You set the start date and end dates if applicable to the type of billing you are using.

What time to be billed (end of month, start of month etc)

Milestone is a billing plan type where a customer is billed for the amount distributed between the dates until total value is reached eg: if the total billing amount is 1000 USD for a year. You will bill the customer in different amounts say 200, 500, 300 at different intervals as per customer agreement. On the other hand Periodic billing is billing the customer for the total amount(here 1000 USD) at regular intervals periodically until the customer agreement is reached. eg: 1000/12 for a 1 year agreement and say billed at the 1st day of every month

### **Explanation for Billing Plan for Milestone Billing**

Milestone billing means distributing the total amount to be billed over multiple billing dates in the billing plan. As each milestone is successfully reached, the customer is billed either a percentage of the entire project cost or simply a pre-defined amount. During sales order processing, the system determines from the item category whether a billing plan is required and, if so, which type of plan. The type of billing plan that is determined at this point is set up in Customizing and cannot be changed in the sales document. Billing plans for periodic billing and milestone billing plans for project-related milestone billing have different overview screens so that you can enter data relevant to your processing.

For example, for milestone billing, you must be able to enter data to identify the individual milestones.

IMG configuration requires :-

1. Maintain billing plan types for milestone billing in **OVBO**.
2. Define date description in **SM30 - V\_TVTB**.
3. Maintain Date Category for Billing Plan Type IN **OVBJ**.

4. Allocate date category in **SM30 - V\_TFPLA\_TY**.
5. Maintain date proposal for Billing Plan Type in **OVBM**.
6. Assign Billing Plan Type to Sales Documents Type in **OVBP**.
7. Assign Billing Plan Type to Item Categories in **OVBR**.
8. Define rules for determining the date in **OVBS**.

Milestone billing is typically used for billing projects, such as plant engineering and construction projects. Such projects often include a series of milestones that mark the completion of different stages of the work. In the SAP R/3 System, milestones are defined in a network along with planned and actual dates for the completion of work. The milestones are also assigned to the billing dates in the billing plan.

Each milestone-related billing date is blocked for processing until the Project System confirms that the milestone is completed.

Delivery-relevant order items for which a milestone billing plan applies are billed on the basis of the requested delivery quantity and not on the total of the confirmed quantities.

The connection between the project and the sales document item is made in the individual schedule lines of the item. Each schedule item can be assigned to a network in a project.

To display the project-related data for a schedule line, proceed as follows:

In one of the overview screens of the sales document, select

1. Item -> Schedule lines.
2. Mark the schedule line and select Procurement details.

The following figure shows an example of milestone billing where only the Contract have been billed :

Order Item Turbine 100,000

### **Billing Plan**

	Billing date	Description	%	Value	Billing Block	Milestone	Billing Status
01-10-94	Contract		10	10,000	-	x	x
01-03-95	Assembly		30	30,000	x	x	
01-04-95	Maintenance		30	30,000	x	x	
01-05-95	Acceptance		30	30,000	x	x	
01-06-95	Final invoice ..	..		x			

## Network/Activities

Milestone	Estimate	Actual
Assembly	01-03-95	01-03-95
Maintenance	01-04-95	
Acceptance	01-05-95	

For each billing date in a milestone billing plan, you can specify whether the billing date is:

1. fixed
2. always updated with the actual date of the milestone
3. updated with the actual date of the milestone, if the date is earlier than the planned billing date for the date

## **8. Why to Search for a transaction code ?**

**A.** If you're not sure what a transaction code is, or you know the transaction code but can't find it in the menu, use this transaction:

Type in the transaction code, or part of the name e.g. sales order. Any transaction name with that text in it will be shown, along with the menu path

## **9. How many clients we will create in land scape (like in development server, quality server, production server) if we are creating more than one in each server what is exact use of that client ?**

**A. Client landscape:** Basic layout: dev -testing- production also

- Sandbox server for trial and error
- Development server for actually creating transports (CTS)
- Global server. If you have global implementations at different client locations (eg; Canada, US, UK) (for testing purposes with actual master data as well)
- Testing server(for regression testing purposes before moving to production, integration etc..)
- Production server is the actual production system

The clients could be variable and could be created to a specific server . usually a developed. where abap, functional would mess around. say: client 100-functinal consultants ,client 300- abapers ,client 400-other users(like super etc)

## **10. What is the Definition of Transaction?**

**A.** A transaction in SAP is like a program in normal computer languages, and is identified by a four-character transaction code. A transaction can be initiated directly from the command field on the presentation interface or from the corresponding menu option. There are two kinds of transactions: report and dialog transactions.

- Report transactions are SAP programs that collect selection parameters from the selection screen followed by the output called the lists.
- Dialog programs consist of more than one interactive screen called a dynpro. These transactions sometimes also need pre selected information for triggering them, not unlike the explicit selection screens in report programs; these are called parameter transactions.

## 11. What are the responsibilities of "CORE TEAM" and "FUNCTIONAL TEAM" in an implementation?

**A.** Core Team are the power users who are selected for the SAP implementation. The Functional Team gather the initial implementation requirement from these core team users who will be the bridge between the SAP Functional Team and their department users with the expert work knowledge.

## 12. whether it is possible to have a Customized of Transaction code or self defined transaction code in SAP?

**A.** One of the most asked question in a SAP interview is whether it is possible to have a self defined transaction code in SAP. The answer to the question is simple and if given tactfully can impress the interviewers.

To start with, yes, self-defined reports, transactions or functions are possible within SAP. There might be numerous reasons why a company might go in for customized transaction codes or for that matter reports. To cater to this demand, SAP allows creation of user-defined transaction codes.

Creating a transaction code allows the user to speed up access to specific reports/programs as the user no longer needs to use transaction code [SA38]. Thus, instead of using T-Code SA38, then entering the program name or report name and pressing execute, the same can be done directly through a pre-defined T-Code. The user can then simply use a transaction code, which will automatically open the program. In SAP customized T-codes can be created through transaction code [SE93].

## 13. How to Find the Frequently used SAP Transaction code?

**A.** If you are the kind of person who stores his frequently used SAP transactions in his memory instead of his favorites folder, you might from time to time run out of memory and experience some difficulties to remember a specific transaction code.

On the other hand, if you work with the SAP menu and spare a bit your memory, you might also have some problems from time to time to find your way back in the SAP menu to a specific transaction.

Here are 2 tips to find back your transactions. The first one is more targeted towards specialists as you might need advanced authorizations to run it while the second one is more generic and standard.

**Using table TSTCT** Executing transaction SE16 on table TSTCT and selecting as language field (SPRSL) 'EN' for English, you may try and find transaction codes based on their texts. Note that you may use '\*' generic characters in the text search and that the search IS case-sensitive.

**Using transaction SEARCH SAP MENU** As its name indicates, transactions SEARCH\_SAP\_MENU searches the SAP menu for a transaction code or text you specify and outputs the directory path to the transactions.

Note that not only transactions are matched against the search text but also transactions directories themselves (they are easily recognized because they have no associated transaction code in the resulting list). Another big advantage of this method is that the search IS NOT case-sensitive

#### **14. what is the method of time saving Transactions ?**

**A.** System transaction codes can be entered in the command field to go directly to a transaction or a function. The following conventions are important time-saving tips for using transaction codes

**/n** – cancels the current transaction

**/nxxxx** – initiates the specified transaction directly from an another transaction

**/o** – displays an overview of sessions

**/oxxxx** – initiates the specified transaction in a new session

**/nend** – ends the logon session with a confirmation pop-up window

**/nex** – ends the logon session without a confirmation pop-up window

**/i** – deletes the current session

#### **15. What are posting Keys and How are they used while making postings?**

**A.** Posting Keys are defined at Client Level. Posting keys determine whether a line item is a debit or credit as well as the possible field status for the transaction. In this context, it is essential to understand the factors that determine the field status of a transaction. The field status within a FI document is controlled by Account Type, field status of Posting Key and the field status of the G/L account.

Modifying the SAP delivered Posting keys are not recommended. if a posting key is to be modified the best possible action is to copy the posting key that needs to be modified and then modify the copy. we can define the posting keys using the transaction OB41.

It also determines the account type to which the debit or credit is to be made and whether it is a G/L transaction. If it is a G/L transaction, then the field for G/L indicator becomes required entry.

#### **16. what is the method of Automatic Account Assignment in SD ?**

**A.** During goods issue in the sales cycle, the system is usually configured to update the relevant G/L accounts automatically and to create the relevant accounting documents. This customization in IMG is also called **material account assignment** and is achieved through a number of steps as detailed below:

1. Determine 'valuation level' (Company Code or plant).
2. Activate 'valuation grouping code' and link it with the 'chart of accounts' for each 'valuation area.'
3. Link 'valuation class' with 'material type' (FERT, HAWA, HALB, etc.) with the 'account category reference' (combination of valuation classes).
4. Maintain 'account modification codes' for 'movement types.'
5. Link 'account modification codes' with 'process keys' (transaction/event keys).
6. Maintain a G/L account for a given combination of 'chart of accounts' + 'valuation grouping code' + 'account modification code' + 'valuation classes.'

The process of **Automatic Account Determination** is as follows:

1. Depending on the 'plant' entered during goods issue (GI), the 'Company Code' is determined by the system which in turn determines the relevant 'Chart of Accounts.'
2. The plant thus entered in goods issue determines the 'valuation class' and then the 'valuation grouping code.'
3. The 'valuation class' is determined from the 'material master.'
4. Since the 'account modification code' is assigned to a 'process key' which is already linked to a 'movement type,' the 'transaction key' (DIF, GBB, AUM, BSX, etc.) determines the 'GL account' as posting transactions are predefined for each 'movement type' in 'inventory management'

## **17. What are the Movement types in MM ?**

**A.** In SAP Materials Management, goods movement is distinguished using a three digit key which is called the "movement type". The movement type is important because it controls the screen layout, adjustment of inventories, the GL account for financial purposes etc. Goods movement have been discussed elaborately here. The various types of material movement types in SAP materials management MM are given below:

### Movement Type and Goods Movement

101 Goods receiving for ordering  
104 Goods receiving blocking status for ordering  
122 Return delivery to suppliers  
201 Goods outflow (**WA**) to cost centers  
221 Goods outflow to project  
231 Goods outflow to customer order  
241 Goods outflow to factory  
251 Goods outflow to sales  
261 Goods outflow to order  
291 Goods outflow for all account allocations  
321 Release from quality checking  
551 Goods outflow for scrap  
321 Release from quality checking  
451 Returns from customers  
453 Inventory to inventory transfers  
501 Goods receiving without order  
511 No cost delivery  
521 Internal goods receiving without manufacturing order  
561 Inventory taking

## **18. what are Types of Stock ?**

**A.** Used in the determination of available stock of a material, the Stock Type is the sub-division of inventory at a storage location based on the use of that inventory. In SAP, there are many kinds of stock types:

**Valuated Stocks** are the stock which belongs to your company. There are three types of valuated stocks

- *Unrestricted Stock* is the physical stock that is always available at a plant/storage location
- *Quality Inspection Stock* is not counted for unrestricted use and may be made available for MRP. To give an example, you want to do inspection on arrival, you shift your stock to Quality inspection stock then you do the quality inspection

- *Blocked stock* is not counted as unrestricted stock and is not available for MRP.

**Non Valuated stock** is the stock which you will keep in your premises and this is not valued in your company

- *The GR-blocked stock* denotes all the stock accepted 'conditionally' from the vendors. This stock is not considered available for 'unrestricted use.' You will use the Movement Type 103 for the GR-blocked stock and Movement Type 101 is used for a normal GR.

**Special stock** is the stock managed separately that does not belong to company or that are stored at particular location

## 18. Explain & How is Stock Transfer between Plants happens?

### 1- Step Transfer

This process describes to transfer the material stock between plants 1-step. This type of stock transfer can only be carried out in Inventory Management. Neither Shipping in the issuing plant nor purchasing in the receiving plant is involved in the process.

Transferring stock in one step has the following characteristics: – The stock transfer is entered as a transfer posting in Inventory Management. Creating a reservation can plan the transfer posting. The quantity of the stock transferred is posted immediately from the unrestricted-use stock of the issuing plant to the unrestricted-use stock of the receiving plant. The transfer posting is valued at the valuation price of the material in the issuing plant. If the plants involved belong to different company codes, the transfer between plants is also a transfer between company codes. In this case, the system creates two accounting documents for the transfer posting. The stock posting is offset against a company code clearing account.

### 2- Step Transfer

This process describes to transfer the material stock between plants in 2-step. This type of stock transfer can only be carried out in Inventory Management.

If you post a stock transfer from plant to plant using the two-step procedure, you post the removal from storage at the issuing plant first. After you post the removal from storage, the quantity being transferred is managed in stock in transfer at the receiving plant. It is not yet part of unrestricted-use stock, however. You post the placement into storage at the receiving plant in a second step. Only then are the event completed and the transferred quantity part of unrestricted-use stock.

Possible reasons for carrying out the a stock transfer in two steps may be: The plants are located at quite a distance from each other and the goods are in transit for a prolonged period of time; or there is one employee responsible at each plant, and each can only post movements for his/her own plant.

## 19. Explain what is Physical Inventory?

Main Business Scenario: Your enterprise has to carry out a physical inventory of its warehouse stocks at least once per fiscal year to balance its inventory. Various procedures can be implemented for this.

In a periodic inventory, all the enterprise's stocks are physically counted on the balance sheet key date. Every material has to be counted. During counting, the entire warehouse must be blocked for material movements.

In the continuous inventory procedure, stocks are counted continuously throughout the entire fiscal year. In this case, it is important to ensure that every material is physically counted at least once during the fiscal year.

You can also implement special procedures, such as cycle counting (physical inventory at regular intervals) and inventory sampling (physical inventory of randomly selected stocks).

### **Physical Inventory types:**

#### **Periodic; Sampling; Continuous; Cycle Counting**

With both continuous and periodic inventory types, the following stock types can be included in the physical inventory:

- Unrestricted use stocks in warehouse
- Quality inspection stocks
- Blocked stock

The cycle counting inventory method creates a physical inventory document only for stock type 1 (unrestricted use). The inventory sampling procedure is only applicable to stock types 1 (unrestricted use) and 2 (quality inspection stocks).

**The Physical Inventory Process:** Create physical inventory document->Set blocking indicator->Print physical inventory document->Enter count results->List of differences->Post differences

### Physical Inventory Number:

The physical inventory number was created as an additional hierarchy above the physical inventory document number. You can use it to group together different physical inventory documents that belong together organizationally.

You assign physical inventory numbers when you create and change physical inventory documents, and you can use them as an extra selection criterion for physical inventory reports. This enables you to directly display the physical inventory documents per storage location, customer, or vendor.

If you have not finished entering the complete physical inventory count, you can freeze the book inventory balance in the physical inventory document to prevent goods movements from changing the book inventory balance relevant to the physical inventory count, which would result in incorrect inventory differences. You define in Customizing for Inventory Management whether you can freeze book inventory balances in the storage location.

When entering a physical inventory count with reference to a physical inventory document that contains many items with a quantity of zero, you can set zero count automatically for all items that have not yet been counted.

In Customizing for Inventory Management, you can define the following value tolerances for posting inventory differences for a user group:

maximum amount per physical inventory document maximum amount per document item

### Relevant tables:

**IKPF:** Header: Physical Inventory Document

## **ISEG: Physical Inventory Document Items**

### **20. What is the function of counter in pricing procedure ? Please explain with an example ?**

**A.** Counter is used to show a second mini-step within an actual step. For example, you may have all your freight charges assigned to step 100, however there may be three condition

types, each representing a different freight charge. Thus you can assign a freight condition type to step 100 counter 1, another to step 100 counter 2; another to step 100 counter 3; and so on

### **21. What is the use of VPRS, EK01 and EK02? For material cost we are using VPRS why we need EK01 and EK02 ?**

**A.** VPRS is the internal price condition which is copies from material master and can not be manual process .It is mainly used to calculate revenue sv from particular material. EK01 is for actual costing EK02 is for calculates costing for costing purpose.

### **22. What is the purpose of the request number which is generated when u save a customization?**

**A.** The request number is attached to a transport that is used to move your non-cross client customizations to a different client.

**A.** Request # will be of format SysIdKxxxxxx, where sys id is your DEV(development), QAS (Quality) or PRO (Production) clients, letter K followed by a 6 digit number. Each task in IMG is attached with a Req #. When we need to transport the requests from 1 client to another Eg: DEV to QAS, we 1st need to release lower level requests followed by higher level requests using SE09 / SE10. Only then we will be able to transport them which Basis guy does

### **23. What is the advantage of using the text as a reference instead of duplicating it?**

**A.** In general: Referencing avoids data entry errors and allows a standard message relayed. And To reduce load on the system referencing is considered better than copying.

### **24. where is Integration happened between the SD and FI-CO ?**

**A.** A key feature of an enterprise data system such as SAP is integration of function where events occurring in the system cause accounting entries to be made automatically when the events happen. This means that there is no lag between events and the books.

To facilitate this process SAP uses this basic method:

- The account key determines the type of price and discount calculation made
- The type of sales revenue posting to feed data into profitability analysis
- The customer master record is the source for data
- The material master record is the source for data on what was shipped from inventory

### **25. WHAT IS CO06, HOW CAN WE DO THE BACK ORDER PROCESSING THERE ?**

**A)** CO06 is used for backorder processing.

Procedure : Access Backorder Processing

1. Call up the backorder processing.

You can call up the backorder processing using the transaction CO06. The system calls up the initial screen for processing backorders.

2. Enter the material number of the material to be processed as well as the plant.

The system checks availability according to ATP logic.

The system calls the overview of backorder processing. In this screen, the system displays the plant stock or the storage location stock, the open sales orders or the dependent reservations and the scheduled receipt elements.

The texts for the receipt and issue elements correspond to the texts that appear in the MRP list. The various stocks (individual customer stock, and so on) and the storage locations are displayed and managed in separate segments.

**Processing Sales Orders :** The system highlights sales orders or customer requirements that have not yet been completely confirmed or for which no receipt has yet been scheduled. The missing parts are

Displayed in the column Requirement/receipt.

1. Double-click the sales order or customer requirement, which is to be confirmed.

In the lower part of the screen, the system displays the detailed data of the selected sales order for the selected date.

The following data is displayed in detail:

- o Open quantity : Total requirement quantity of the sales order or the customer requirement.
- o Material availability date : Date by which sufficient quantities of the item must be available.
- o Total confirmed quantity : Quantity that has been confirmed (in sales order management when creating the sales order or in backorder processing).
- o Confirmed quantity : In this field you can enter the quantity that is to be allocated (that is, confirmed) in backorder processing.
- o ATP quantity : Quantity which can be used when planning open requirement quantities.

2. Enter the quantity which, according to the ATP quantity, you can allocate to the requirements in the Confirmed quantity field.

4. Save your entries. : Note : You can process backorders for sales orders only for materials for which you have set the indicator Individual requirements in the material master record (MRP 3 view, Availability check field).

Dependent reservations, stock transfer requisitions and stock transfer orders are processed at the same time.

**Note :** To do this, choose Settings ® Only SD requirements. From the sales and distribution point of view, backorder processing can also be set in such a way that only the requirements necessary for SD are displayed as missing parts. From the sales and distribution point of view, backorder processing can also be set in such a way that only the requirements necessary for SD are displayed as missing parts. To do this, choose Settings ® Only order reservations.

## **26. What are the condition conversion and customer/material conversion in the Organization structure, how do you navigate? Please answer with example?**

A) In the Organization Structure if you have more than one distribution channel and division then you have to go for common Dist. Channel t/c VOR1 and similar for division VOR2 or SPRO>Sale and Distribution>Master A) DCDC and DCD

## **27. In consignment fill up we delivery goods to customer site, is there any agreement with customer? if yes what type of agreement(relating price)?if no with out agreement how can we place rupees lacks of amount to customer site?**

**A)** Yes, there is always an agreement that the customer will sell or consume the materials. Billing is done only when the customer actually sells or consumes the materials. The unsold goods or unused materials are our materials and the customer can return them (if he wants). Materials may be kept at either customer's site or our site. Ownership of material passes only in case of :

1) Consignment Issue : from us to customer i.e. when the customer actually sells or consumes the material.

2) Consignment Return : from customer back to us.

It does not pass in case of : Fill-up or Pick-up.

## **28. When will you combine deliveries into one invoice?**

**A) 1** we will combine multiple deliveries into one invoice, when the bill to party , payment terms and billing date is same. And also when billing date, that means billing is done only once in a month for that particular customer, then you combine all deliveries of that month create invoice

**A) 2** In one scenario it depends up on the customer master data in the following way if that specific customers have multiple ship to parties as mentioned in partner functions of the master data of the customer and for all these ship to parties there will be unique bill to party or payer this takes place. If the confirm delivery date of materials to different ship to parties must be unique.

3) In another scenario it depends up on the availability check in the following as it depends up the checking group if the system finds collective requirement in the checking group of this material master record of the specified material it combines all the deliveries and transfers to the billing document as one invoice.

### **29) How to stop PGI?**

**A.** We Can't stop PGI (Post Goods Issue ), if u want to reversal u can use VL09 and then cancelled delivery to use transaction VLO2N.

### **30) Tell me a few tickets handled by you during your support?**

A1. Material Discount was not included in Pricing Procedure.

3. Tax was not configured in Pricing.

4. Material was required to be substituted by some other material during unavailability.

5. It was required to assign new Partner to Customer.

6. It was required to make some fields in Material Master as required entry

**A2.** first of all tickets are the requirement which comes from client side or by the end users .the

ticket which i faced was client wants to give discount if customers pay within given period of time say 20days he will get 10% discount and 5% 10 before 20days and 2% 5 before 10days.My problem is that i am unable to insert 2%discount in terms of payment how to solve it.

2nd Ticket was client wants transportation zone in pricing which not maintained in field catalog,

3rd Ticket was client wants vprs should be his selling price i.e pr00 should not be maintained.

### **31) User-specific parameters means? How to create that one?**

**A)** These parameters are specific to the logon user id. you can access this by going to pull down main menu--System- User Profile--> Own data--> in that the 3rd Tab page.

**A 2>** These are module specific parameters which serve different purposes. Ex-EFB parameter for MM Purchase order-Prices display

**32) Explain to me in detail Alternate condition base value, and alternate calculation type?**

A) ALTERNATE CALCULATION TYPE : This function allows you use a formula as an alternative in finding the value of the condition type, instead of standard condition technique. this can be used to calculate complex tax structures.

ALTERNATE CONDITION BASE VALUE : The alternative condition base value is a formula assigned to a condition type in order to promote an alternative base value for the calculation of a value.

**33) what r all the documents will generate after saving invoice?**

A) After saving invoice 5 documents are generated:

1. Revenue Account
2. Customer Receivables Account
3. profit center Account.
4. Special Purchase Ledger Account
5. Profit Analysis Account.

**34) what is Business Process Reengineering ? Explain it ?**

A) 1. BPR means the existing business process how you re-engineered to get client requirements. (Line items clearing at the time of customer receipts which is not exists in the legacy)

A) 2. Business Process Reengineering, while implementing SAP to the client, we as an implementation team will suggest the client to reengineer the existing business process of the client to suit the best practices in SAP. In general it will not happens frequently.

A) 3. BPR-- in final preparation or configuration stage you can find. after uploading the whole master data this project is ready for work, that means project implementation is almost ready except for supervision in front of client.

### **35. What are the two user exits you have used in your project?**

**A)** first u know what, how user exit its works then It is very simple To manage ..Ok Please refer The links Also Refer to the links below..

<http://www.sap-img.com/abap/a-short-tutorial-on-user-exits.htm>

<http://www.sap-img.com/abap/what-is-user-exits.htm>

[http://www.planetsap.com/userexit\\_main\\_page.htm](http://www.planetsap.com/userexit_main_page.htm)

<http://www.easymarketplace.de/userexit.php>

[http://expertanswercenter.techtarget.com/eac/knowledgebaseAnswer/0,295199,sid63\\_gci982756,00.html](http://expertanswercenter.techtarget.com/eac/knowledgebaseAnswer/0,295199,sid63_gci982756,00.html)

<http://sap.ittoolbox.com/documents/popular-q-and-a/debugging-a-user-exit-or-program-3022>

[http://help.sap.com/saphelp\\_nw04/helpdata/en/81/8c5738ee806b0ee10000009b38f889/content.htm](http://help.sap.com/saphelp_nw04/helpdata/en/81/8c5738ee806b0ee10000009b38f889/content.htm)

[http://help.sap.com/saphelp\\_nw04/helpdata/en/bf/ec07a25db911d295ae0000e82de14a/content.htm](http://help.sap.com/saphelp_nw04/helpdata/en/bf/ec07a25db911d295ae0000e82de14a/content.htm)

**A) 2.** Examples of user exits : MV50AFZZ i used it to carry out availability check for batch managed materials

### **36. In sales order how system does picks up plant?**

**A)** first system looks in the following way :

1) Customer material Info Record

2) Customer master record

3) Material Master Record

### **37. How is shipping point determined?**

**A)** shipping point will be determined based on the **shipping conditions, loading group and delivery plant**.

### **38. Where do you assign Movement Type?**

**A)** we assign movement type in schedule line category. As is related to transfer.

### **39. What is out put of Blue print ?**

**A)** Blue print means collecting the business requirements and mapping these with in sap R/3 if propose is not met then some other solution how to map in SAP R/3 i.e **AS IS – TO BE** study so the out put will be under standing the requirements and providing the solution in sap with flow charts and get the acceptance from the business team before configure the system i.e realization stage

## **40. Who are called Super users when it comes to training in SAP ?**

A) There are Consultants, Power users, End users in a SAP R/3 system.

The users are differentiated by the level of authorization

**End users**-- Normaly are given authorisation to only specific transactions ( T.codes)-- like creation of Sale order, Delivery, transfer order etc etc.. For eg a person in the ware house would only be given authorization to create, Transfer orders and not to create Sale orders. Similarly a sales person will have the authorization to create SOs and not TOs.

**Power Users**-- People who have additional authorizations to change or add data to make the system adapt to day to day business requirements are power users. Master record creation, Condition record creation. These people sometimes are also allowed to view the customization screens and normally not allowed to make any changes in the customization.

**Consultants**-- These people (We) mainly work in customization. their authorization level depends on the Server they work on. For eg: In development server to all screens In testing server except few critical customization screen to all screens

**In production server** – To get any screen in production to end user, here user role can be changed by the help of basis to work in production server in case of emergency like they would like to find the root cause of the error which happens only in production server and not in any other server.

## **41. How to handle returnable packing material? what is the process involved in it?:**

**A)** Returnable packaging consists of materials that are stored at the customer location but which remain the property of your company. The customer is only required to pay you for the returnable packaging if he does not return it to you by a specified time. Ex: Coke Bottles, retailers have to return them to the factory.

Item Category Group LEIH. and Treated as Special Stock. Pick up and issue will be available like consignment.

## **42. In order to make up a Sales Area which Organizational Elements will help?**

**A)** In Order to make Sales Area following Organizational elements Are required.

1 Sales Organization.

2 Distribution Channel.

3 Division.

**43. What is the difference between condition type EK01 and EK02?**

**A) EK01 IS A CALCULATED COST**

**EK02 IS A ESTIMATED COST**

**44. If we don't give the horizon period in dynamic credit check what will happen?**

**A) 1. IT WILL work as STATIC OR SIMPLE CREDIT CHECK**

**A) 2. AS YOU ARE NOT MAINTAINING THE CREDIT HORIZON FOR CHECKING PURPOSE SYSTEM WILL CONSIDER TODAY'S DATE AS DEFAULT.**

**45. Customer hierarchies use?**

**A) customer hierarchies are use to show the tree structure of the customer in the company. it is used to give the discount based on the hierarchy. for rebate processing the customer hierarchies are used to give the exact discount.**

**46. What do you mean by POD(proof of delivery) what is the use of pod? What are the configuration you done in your project?**

**A) Proof of delivery is the confirmation, sent by the customer upon goods receipt. Company will raise the billing document based on that confirmation. They normally use an intermediate document with application link enabling. On the whole, It is done by an abapers.**

**47. What is BADI's and Explain it ?**

**A) Badis stands for Business Add Ings. and it is for enhancements in the application area. main use of it is**

**Reusability, BADI's are oops based. BADI's can be used any number of times in a project.**

**48. Can we have different pricing procedure for sales order and invoice?**

**A) 1. yes , you can do it by assigning different doc pricing procedure for sales doc. eg. you can assign different Doc pricing procedure for OR, F2, accordingly different pricing procedure will be determined for both document. ( you will have to assign this DocPP in pricing procedure determination)**

**A) 2. Yes it is possible to have a PricProc in Billing different from that of SO. Since the PricProc determination takes place at invoice level also. Generally, the Sales area & CPP (Cust pricing Proc) indicator won't change, however the DPP (Document Pricing Procedure) can be different for the billing type than that of sales order type. enhance a different Pricing proc can be determined. However, in practice, people may not be doing this.**

## **49. Different between inquiry and quotation?**

**A) 1,** Inquiry is just a simple document showing some interest shown by the prospective customer on products and services offered by the company. Date and Price nothing is relevant here.

**BUT quotation** is a legal agreement which is given/offered to the Customer. The company will agree to the customer, that company will charge a particular amount to a particular quantity of a particular product and this agreement is time limited and not valid after that time duration.

**A) 2.** Quotation is legally binding offer from sales organization to a customer for providing goods and services under certain fixed conditions Quotation id valid for limited period only

**50. What is the use of column CONDITION TYPE in Pricing procedure determination. Like sales area + customer. pp+ Doc. pp+ Pricing procedure+ CONDITION TYPE, without maintain condition type system get pricing procedure in sales order then what is the use of this column ?**

**A)** To be more clear, the condition type entered along with the pricing procedure determination would become a column in the line item of the sale order. so instead of going into the item data conditions screen and entering the value , you can straight away enter it in the line item

## **51. What is the functionality of Status Profile?**

**A) 1.** Profile is used to control user statuses. A status profile is created by the user in general status management. In a status profile you can

1.define the sequence in which user statuses can be activated

2.define initial statuses

3.allow or prohibit certain business transactions

**A) 2. one example :** As per business requirement any approvals required for a sales order before creating a delivery then we will define the settings in the back ground(SPRO) i.e first Define status profile and assign this to sales document.(or) next define authorization keys i.e how many approvals and whose approval is required like branch manger then make the settings like where to stop like before delivery r billing etc in SPRO and assign this to roles and authorizations these things you can observe in sales order header status

## **52. What is Material type control?**

**A) Material Type** is control the status/characteristics of the material master record

**Examples:** VERP - Packing Materials

DIEN – Services

HAWA - Trading Goods

NLAG - Non Stock Materials

**53. Explain the difference between SAP 4.7 and ECC 5.0?**

**A)** There is not much difference between SAP 4.7 & 5.0, There is only difference between screens

**54. Difference between billing and invoice?**

**A)** Billing is the Document is generated for the purpose of Company Accounts and Invoice is Physical document sent to the Customer for the purpose of Collection of Amount which is has purchased the goods for the company.

**55. What are the different types of Invoice ?**

**A)** Invoice w/r sales order F1

Invoice w/r delivery f2

Pro-forma invoice w/r order f5

Pro-forma invoice w/r delivery f8

1) Sale Invoice with respect to sales order

2) Supplementary Invoice for Basic Price, freight difference

3) Scrap Invoice for Scrap sales

4) Deemed Export invoice for sales effected to 100% EOU.

5) Depot Sales Invoice related to stock transfer

6) Export Invoice

**56. Difference between inbound and outbound deliveries?**

**A) 1.** Inbound delivery is basically relate to Post goods receipt where u received the goods in your plant. Whereas the Outbound delivery is relate to Post Goods Issue where u send the goods from ur shipping point

**A) 2.** In addition to answer 1 above, inbound deliveries relate to goods received from vendors. Outbound deliveries relate to Goods issued to Customers.

## **57. WHAT IS THE DIFFERENCE BETWEEN CUSTOMIZATION AND CONFIGURATION WITH EXAMPLE?**

**A) 1.** In customization you customize with the existing set up. For eg: extend the existing sales office to other Sales origination as well In configuration you create a unit itself. For eg: Create a new sales origination.

In short customization is part of configuration. I am assuming the answer by the process we follow,

we create a configuration document only if in case there was a new additional unit created. In case if there is only assignment or changes with the existing data we create only Scoping document and not

Configuration document

**A) 2.** Configuration is done based on the NEEDS of business requirements .For Ex: Adding fields in dropdown list . Customization is where we ADAPT the based on business requirements. Customization once done is difficult to modify.

**A) 3.** configuration is arranging or mapping business scenario's provided by the sap standard systematic approach .where as customization arises when there is gap in between the sap standard and business requirement, at that time we need to custom the sap as per requirement .For this sap has provided us user exits, routines, and abap programmer editors etc., are give to use for customization

**A) 4. CONFIGURATION:** we will configure the system to meet the needs of your business by using the existing data.

**CUSTOMIZING:** we will customize or adapt the system to your business requirements, which is the process of mapping SAP to your business process.

### **Configuration vs. Customization:**

When considering enterprise software of any type, it is important to understand the difference between configuration and customization. The crux of the difference is "complexity". Configuration uses the inherent flexibility of the enterprise software to add fields, change field names, modify drop-down lists, or add buttons. Configurations are made using powerful built-in tool sets. Customization on the other hand, involves code changes to create functionality that is not available through configuration. Customization can be costly and can complicate future upgrades to the software because the code changes may not easily migrate to

the new version. Wherever possible, companies should avoid customization by using configuration to meet their goals. Companies also should understand their vendor's particular terminology with regard to this issue since words like "modifications" or "extensions" often mean different things to different vendors.

## **57. What is the Relation between PGI and TOR?**

**A)** Depending up on tor pgi takes place let me explain how it takes place when a requirement comes this is been transferred to MRP through TOR. Depending up on the availability of the material transfer of order takes place in which the requirement sits in the storage location from there picking and packing process takes place and finally PGI activity takes place.

IN GENERAL TERMENOLOGY TOR IS THE ACTIVITY WHICH TAKES PLACE BEFORE CREATING A DELIVERY DOCUMENT AND PGI PROCESS TAKES PLACE AFTER CREATING A DELIVERY DOCUMENT.

**58. Tell me some of the views of material master record?**

**A)** Material master have many views but for sd point of view we will use Basic Data 1, basic Data 2, sales org1, sales org2, sales general,MRP1,MRP2,MRP3, plant data, Costing and accounting.

**59. What is consumption based planning?**

**A)** Consumption-based planning is based on past consumption-values, statistical procedures for future requirements. It's to avoid the shortfall in requirement determined from reorder point or forecast requirement. Difference between MRP and Consumption-based planning, MRP Planning based on gross requirement through the Bill of Materials, Consumption-based planning based on past consumption-values.

**A) 2.** Consumption based planning is based on Companies past Consumption data Reports .i.e. What Company has manufactured from past 2 years or from past 3 months. On the basis of certain conditions of Past consumption data needs to be maintained in system and accordingly to that, The company will plan production/manufacture for the future requirements.

**60. What happens if inspection lot is rejected?**

**A)** Normally Inspection lot is carried out before PGI. If the material is rejected during inspection then PGI is not done and hence you cannot deliver the faulty goods to the customer.

**61. Can you use customizing to control which business transactions should be blocked if the credit limit is exceeded? Which are they?**

A) Business Transaction can be blocked at 3 levels depending Upon the "Risk Category "of that particular customer. basing on the Risk Category the transaction can be blocked at

1. sales order level
2. Delivery Level
3. Post goods issue.

if the risk category is high the transaction can be blocked at 'Sales Order".

if the risk category is medium can block "Delivery"

if the risk is low can block "Post Goods Issue"

**62. can i know what type of reports so be generated by abap consultant for sd guys can i get some scenarios and which tables are regularly used by SD consultants for making reports ?**

**A)** Reports are basically 3 types. According to your client requirement you have to create a functional specs. Then ABAP guides comes to your pic create your reports for us most required for Z-REPORTS.

**63. what are the documents that SD functional Guys has to maintain in support project ?**

**A)** Responsibilities in support project

- Handling customization, configuration, and enhancement related issues
- Handling tickets on Day to Day basis
- Monitoring S&D reports on daily basis required by clients
- Preparing functional specification documents
- Preparing end user training Documents

**64. Explain about how the ticket process goes?**

**A)** Ticket process wil happens two ways.

1. VOIP: Voice on Internet Protocol. here client will cal directly to the consultant and he will rectify the ticket.

2. Tool(REMEDY/RADIX). this tool is nothing but s/w. here client will send the ticket directly to company mail box. Company helpdesk will forward the ticket to concern module lead. Module lead will forward the ticket to team lead. team lead will decide to assign the ticket to consultant based on priority level. once the ticket comes to consultant.

step1: consultant will access the tool using his user id and password.

step2: click on SUPPORT CONSOLE LINK. Then you wil see two hyper links

1.Ticket assigned to you

2.Ticket comes to helpdesk

click on ticket assigned to you it displays ticket create date, request id, summary, requestor, status, priority, assigned to select the ticket and click on view button. it displays another screen in that request info, case update, SLA, attachment and so on. Based on that you need to identify the solution . Once you find the solution ,you need to attach the file and click on ASSIGN ticket. finally click on CLOSE button. mail directly goes to client. Ticket status wil closed.

**65. Explain about minimum value surcharge calculated?**

**A)** Minimum Value Surcharge (condition type AMIZ) comes into picture when you have to maintain Minimum Order Value (condition type AMIW). I'll try explaining this with an example.

Lets assume that you have maintained a Minimum Order Value of 100 Rs in the condition record

(i.e. AMIW=100Rs). Now, you receive the PO with order value 60 Rs(Net Value of the order is 60 Rs), then the system will automatically copy the minimum order value (i.e. 100 Rs) as the net value of the Order. The difference amount is 40 Rs and this is known as Minimum Value Surcharge (i.e. AMIZ= 40Rs). This is a statistical Condition and used for internal purpose only.

**66. Quotation has been created for product-D, 10 quantities, sales order is created with reference to the quotation, system copies 10 quantities in sales order. How do you restrict in sales order end user should not change quantities, system should not allow for changes by en user?**

**A)** While maintaining copy control we have a field COPING QUANTITY in ITEM LEVEL. There we can maintain whether system should copy or not and the control of quantity. About change this is not a business practice that end user will change it if the requirement is of 10 pc...No control in SAP....It need authorization from SAP

**67. What is difference between the item proposal and dynamic proposal?**

**A)** Item proposal in which we will manual select the items from the list of items proposed for that particular customer using the transaction code, Where as dynamic proposal is as for my understanding it should be pre configured for a particular customer such that when ever the sale order is raised items are automatically determined in that order.

**68. Can we rename movement types?**

**A)** No we cannot rename the Movement types, but we can copy from the existing movement type to user defined movement type. Example: Select Movement type= ROH and Click on COPY AS "ZROH" , we should get the authorization from client and SAP Business leads....

**69. what does an item category controls ?**

**A)** An item category controls the overall behaviour of an item. it determines whether the item is relevant for pricing or not, whether it is relevant for delivery or not, whether it is relevant for billing or not. it also determines whether it is a free item, text item and it also help to determine the sales document type.

**70. What is the difference between General Item Category Group and Item Category Group?**

**A)** General Item category Group is an extension item category group. Example: if one select item category group as NORM, but under item category group, NORM can further be classified as Service item, packaging item or Normal item using "general item category group".

General item category group is maintained at client level, this field can be maintain from Basic Data View of Material Master. Thus in case item category group is missing, then general item category group is used for item category determination.

Item category group determines how a material is processed in the sales order. When processing sales and distribution documents, the system uses the item category group to determine the item category and proposes it in the respective document. Item category group is defined in the Sales Org View 2 of Material Master Record.

**71. What are the training documents? while giving training session for end users?**

A) End user training -1.Step by step Transaction user manuals

2-power point presentation

3- text script.

**72. You have worked in Third Party Sales & Inter company billing? how did you configuration? don't explain steps, i need your real time experience, what are the things you have configuration, how its work?**

A. As per my view Third party order sales customer receives the stock from third party and gives us the

Vendor invoice and invoice correction and then the F2 invoice is carryout to customer. &individual purchase order goods comes to our premises and we make the delivery and F2 carries out.

where in inter company sales is between company code to company code in where the supplying company code plant is assign to selling company code sales area and inter-company billing carries out. the selling company code carries out f2 to customer.

**73. What is the landscape of the project?**

A) We are having three type of server

1. Development server- sand box server- rough work

Golden server- configuration

2. Quality server or testing server-

unit testing

integration testing

User acceptance testing

3. Production server- Live production

**74. What are the challenging issues you have faced in implementation project/Maintainance project in SD Functionality? How you have overcome that issue?**

A) We can say during the implementation the challenges which we faced are

\* high expectations from the system

\* lack IT awareness among employees

\* End user training

\* lot of complex business processes which lead to highly customized product etc..

## **75. What is IDOCs and status?**

**A) 1.** IDOC is an intermediate Document, it is simply a data container used to exchange information between any two processes that can understand the syntax and semantics of the data. it's stored in table EDIDC.

Status is nothing but it will show workflow of inbound and out bound status And it is stored in table EDIDS.

**A) 2.** IDOC is an intermediate document to exchange data. Two types of Technologies used for IDOC. ALE & EDI are those tech. ALE used for SAP to SAP & EDI for SAP to non SAP. IDOCs are two type INBOUND

(2) & OUT BOUND (1) Take a simple example: -

Idoc is a data container -- BUS

Segment -- SEATS

Data -- Passenger

Port -- BUS DEPO

RFC Connectivity -- National High way

IDoc has three Layer:

1<sup>st</sup> - Control record, which gives the information about the receiver as well as sender information.

2<sup>nd</sup> - Data records, which holds the Segment as well as data

3<sup>rd</sup> - Status record. which is generated by system automatically on reaching every landmark on its journey.

Status Record For outbound Idoc( 1 to 49)

status record for in bound Idoc is ( 50 to 75)

## **76. What is mean of Rebate processing?**

**A) Rebate** is nothing but a special discount which is given on to specific customer on certain sales volume with in specific period of time. Rebate may given on a specific customer, if he do the targeted business within the validity periods, or its for specific material and customer, if this customer do the targeted business volume for that particular material within the validity periods. This rebate processing is mostly used in special occasions like ramzan , deewali, christmas to improve the company's sales volume in that period.

## **77. What is condition supplement and why is it used?**

**A)** A condition supplement is a group of conditions that should be applied every time a certain condition is found. for Eg: If u define a material price, u 'll enter condition records for that material and the corresponding price. If u also want to give discount to that material every time the price is determined, u can enter the discount condition type as a condition supplement. So whenever the price is determined for the material, it 'll automatically includes the discount condition records.

## **78. What is batch split?**

**A)** if a material is managed in batches then you can carry out a batch split for every component. this means that if you split a batch ,you assign more than one batch to one component. In this case, each batch is displayed as a separate component in the component overview. Batch splits can only be triggered manually in the production order.

**The following requirements must be met for batch splitting:**

- (1)The material master record of the material must specify that the material is managed in batches.
- (2)Batches must exist for the material.

## **79. What exactly mean by Condition Index and why we have this is field in the definition of Condition Type?**

**A)** Condition index can be created for particular condition type to maintain condition records.

## **80. what is functional specs?**

**A) 1** Functional spec refers to the actual requirement from the customer. This gives the actual scope.

**A) 2.** Functional specification is a comprehensive document which describes the desired functionality. It contains technical information and data. It describes the scope, current functionality and desired functionality of a function/transaction.

## **81. Explain the difference between contracts and scheduling agreements?**

**A)** Scheduling Agreement is the agreement between consumer and company having fixed delivery dates and fixed quantity. Contract is the agreement between company and consumer for certain period of time.

## **82. In R/3, is it possible to substitute one product for another? If so, how it can be achieved?**

**A)** This can be done thru procedure called Material determination. Here u will have to proceed the way create a condition access sequences etc and create a condition record. where u mention the main item and the to be substituted product. You can also specify the validity of this procedure. do not forget to assign the procedure to the document type.

**83. In which scenario order and billing has different pricing procedure?**

A) in inter company billing

RVA001 in order

ICAA01 in billing

**84. In va01, at item level of conditions, update filed is there what is its functionality?**

A) This is to update the pricing(even after automatic pricing is done by the system. You will get various update options if you click on that button, Taken from the standard settings:

\* A) Copy pricing elements and update according to scale

\* B: Carry out new pricing

\* C: Copy manual pricing elements and Re-Determine the others

\* D: Copy pricing elements unchanged

\* E: Copy pricing elements and values unchanged

\* F: Only used within the program

\* G: Copy pricing elements unchanged and Re-Determine taxes

\* H: Copy pricing elements and Re-Determine freight

**85. How is credit control determined?**

A) You can assign a credit limit to a group of customers, as well as to an individual customer. If a company has different branches, you would define the credit limit for just one customer in this group (the head office) and this customer account then becomes the credit account.

Credit limits are normally specified by credit management staff in the individual customer master records. You can specify individual credit limits for each credit control area. You can expand your credit control for a customer by specifying a central credit limit for all credit control areas to which that customer is assigned. The total of the limits at the level of the credit control area must not exceed the total limit for all credit control areas. The credit limits at the control area level are checked during sales order processing.

**A) 2 - COMPANY CODE + CUSTOMER RISK CATEGORY + CREDIT GROUP = CREDIT CONTROL AREA**

Important criteria that should be kept in mind is that one company code can be assigned to many credit control areas And multiple company codes are not assigned to one Credit Control Area

**86. Order was created 6 month back for the material M-12, at a price Rs.400/- and now price is increased by Rs.80/-, we want to bill the customer now for the new price. What changes or customizing should be done?**

**A) Create new condition record with ref. to the existing one by changing the price.**

Create billing document first, select the line item and go to conditions tab page in item data, click on "UPDATE" (update prices) tab (right side below) and choose "B" (carryout new pricing). You can see the new price against the line item. But if you have entered any manual conditions in sales order, they get lost here.

**87. When will you combine deliveries into one invoice?**

**A) 1** Yes, we will combine multiple deliveries into one invoice, when the bill to party , payment terms and billing date is same.

**A) 2** That means billing is done only once in a month for that particular customer, then you combine all deliveries of that month create invoice

**88. What are the Effects of PGI (Post Goods Issue)?**

**A) 1.** Quantity in the inventory management and the delivery requirements in the material planning are updated.

2. Values of the stocks in the corresponding balance sheet accounts are updated.

3. All the relevant accounting documents are generated.

4. Billing due list is updated

5. Status in all the sales document are updated

**89.What is Replenishment lead time?**

**A) This is the time that the material is ready to available.**

RLT = GR time + delivery days

**A) It is the time taken to produce or bring material from out side. It is based on planned delivery time and in house production time**

**A) Time taken to produce the goods in plant, or time taken to procure the products externally from the vendor. these settings are in MRP views of Material master data.**

**90. Give me some examples for gap analysis?**

**A) GAP analysis is done in Blue Print stage. It aims to understand what can be done with the standard SAP and how the client actually wants a particular scenario to be processed. And to understand the GAP between the actual and required scenarios.**

For Eg: In standard SAP there will be no Availability check done at Quotation Level. But client requests that

Availability check be done at Quotation level also so that that will give him an idea roughly when the delivery could be made (remember that does not transfer requirements). Accordingly his customer can proceed with placing an order or not as per his requirement.

## **91. What is CTS and where it can be used?**

- A)** CTS means CHANGE TRANSPORTATION SYSTEM which is used to transport objects from one system server(DEV) to another system server(QAS).
- A)** Its CHANGE TRANSPORTATION SYSTEM which can also be used for electronic transfer of data from one system to another. This is used in the process of system landscape.

## **92. What are MRP types?**

- A)** MRP is Material Requirement Planning which is based on Transfer of Requirements while processing the Sale Order. MRP types based on Consumption based MRP etc.,
- A)** MRP type is concept of planning for the demand, whether we need the material
  - To be planned internally
  - To be procured externally
  - To be planned in externally system (Ex: APO –Advance Planner & Optimizer )
  - No planning
  - Time based planning

## **93. What is LIS?**

- A)** LIS stands for **Logistics Information System**. In SAP, the logistics information system is a combination of the following systems.
  - Sales Information System
  - Purchasing Information System
  - Inventory Controlling Shop Floor Information System
  - Plant Maintenance Information System
  - Quality Management Information System

Logistics Information System can be used to effectively plan the entire logistics cycle in SAP. A user can control and monitor business events in the logistics cycle to make effective decisions. Data coming in from various Sub Modules in SAP can be clubbed and analyzed using the logistics information system. LIS thus acts as a flexible tool to aggregate and call out important data. Key figures can be defined in LIS

to keep track of important logistics parameters. Users can analyze data in various ways. LIS even allows users to Customize the reports as per individual reporting requirements making it a flexible reporting and analytical tool.

#### **94. What is the use of material type in regards with SAP SD?**

**A)** Material type controls the material master record same as the account group controls the customer master record. It will control which field are relevant for the Material Master Record

#### **95. What is the client specific data? Give two examples of client specific data?**

**A)** Client specific data refer to the data that can be accessed only when we log in to that Client

Client Specific Data :

A) Business data--Master data of business partners, products, pricing etc

b) Transaction data) Sales orders, delivery, billing documents etc

c) Customization data) All the IMG activities that are saved with Customizing request number form the client Specific data

#### **96. What is the relationship between sales organization, plants and company codes?**

**A) 1.** Sales Organization --> Plant

**A)** Sales Organization is assigned to plant in combination with Distribution Channel. **Relation: Many-Many.**

**A) 2.** Sales Organization --> Company Code. Answer: **Many-One.**

**A) 3.** Plant --> Company Code.... Answer: **Many-One.**

#### **97. What is the difference between VK11 & VK31?**

**A)** VK11 is the T.Code to create condition records for individual condition type. But VK31 is for mass maintenance of condition record that is you would be able to create a list of condition records at one go for a customer and a material or a sales org.. etc..

#### **98. How system picks up pricing while doing billing?**

**A)** "pricing is done at sales order level. since pricing procedure = Sales Area + Document Pricing procedure + Customer Pricing Procedure. It is just automatically copied from Sales Order, delivery.

#### **99. What setting we have to done to apply condition type SKTV (cash discount before Tax) and SKTO (Cash Discount after Tax) in a single sales order & what is the difference in condition type HD00 and KF00?**

**A)** The following setting needs to apply for **SKTO, SKTV:**

**1)** Maintain the terms of payments in customer master

- 2) CHECK THE FIELD CASH DISCOUNT field in sales org1 tab in material master
- 3) Maintain SKTO, SKTV condition types in V/06 (these are not having access sequence and maintain Condition category E in the condition type)
- 4) Placed in the pricing procedure (check static, requirements 2, Alternative condition base value 9).
- 5) Then rice the sale order see the conditions tab page in Item data you will get cash discount.

**100. How you will release change request in SD module? How often you release them?**

**A)** When you will do any new configuration or customization and save it the system will give u a pop up u have to give request name and description of change then enter, system will generate your request number save it and then go to modifiable stage by T.code SE10 here u will get an internal request number, then go to release internal request and then external request by using release button.

**101. What is difference between SD account key and FI account key?**

**A)** To the maximum both are one and same to find the right G/L account through condition technique. SD Account key will be from Pricing procedure and the FI Account key is from the tax procedure. as far as my knowledge is concerned both the key's purpose is same .

**A)** Acct keys are defined in FI only, SD people only use them, say in pricing. But ultimately they are used for posting the amounts to relevant GL accounts only

**102. What is the difference between Alternative calculation type & Alternative condition base value?**

**A)** [Alternative condition type means](#), if the result of the condition value depends upon a formula (excluding addition) we have to mention a routine number for the alternative calculation type. Ex: [profit = price - cost](#)

[Alternative condition base value means](#), if the result of the condition value is same everywhere it is triggered, we have to mention a routine number. Ex: Result of R100 condition type is always 100% discount.

so, we mention 22 routine number in Alternative condition base value field of R100 condition type.

**103. In SD, MM, PP, FICO what are the highest organizational units?**

**A)** SD Sales organization

MM Plant

PP Plant , FICO Company code

**104. How to do mass creation of customers?**

**A)** If you want to create new customer or extending the customer to existing then you can use the Tool

i.e. **LSMW** this is only the way possibility is there and at the same time you will create customer you will create LSMW and you will give the format to the business team they will get the data and after verification you will sit with core team and they will upload the data, you just help them.... If customers are already there in the same and at the same time if you want to make the same changes for all customer at a time then you will use MASS method.

#### **105. What Bill of Material Means?**

**A)** Bills of Material means combining a group of materials in to one product. for Ex: computer is a product it is the combination of CPU, key board, mouse and monitor. There are two types in the BOM itself. One is main item level processing and sub item level processing. In the main item level processing main item price will be taken and in sub-item level processing sub-items price will be taken into the process.

#### **106. In which server end user training will be given?**

**A)** End user training is mostly given in sand box server.....

#### **107. What is the Difference between Reconciliation A/C and Normal Posting A/c?**

**A)** Generally all the revenue postings are made to the G/L Account. We maintain reconciliation account for customers, vendors etc and the postings from the normal G/L account are updated automatically to the corresponding Reconciliation Account. In other words, manual entries can be posted in the normal

G/L account and the same is not possible in the Reconciliation Account, as these are automatically updated.

#### **108. If we have three sales areas & single customer And How to extend one customer to three sales areas?**

**A)** You can do through by Common distribution channel and common Division in IMG. Through this process

You can share one master data (Customer/Material) and condition to many sales areas.

**A)** From the above, from the XD01 we can only extend the DIVISION with Reference to Sales Org, Dist Channel, Division, When we come to Sales Org we can extend the Sales Org., from

IMG-S&D,SALES-SALES DOCUMENT HEADER-ASSIGN SALES ORG.TO DOC.TYPE-assign sales org.to sales org., division, dist channel., and document types. The T.Code are OVAO,OVAM,OVAN.

#### **109. How the customer required delivery date determined? or delivery date are determined?**

**A)** Delivery Date is determined by Backward Scheduling. If the date determined so, cannot accommodate the lead time, transport arrangement time, etc. Forward scheduling takes place and new delivery date is determined

**A)** Delivery date: - The date on which customer receives goods.

Requested delivery date: - The date on which customer wishes to have his goods.

Confirmed delivery date:- The date on which the arrival of goods can be confirmed.

**Now,** For Backward scheduling the customer requested delivery date is used to calculate the material availability date and transportation lead time. The delivery must be created on the earlier of the two dates.

If both dates are after the order date and material is available on the Material Availability date, the Customer Requested Delivery date can be confirmed. If both dates are before the order date, confirmation of the requested delivery date cannot take place. Therefore, the system attempts to determine the next earliest possible delivery date through forward scheduling.

### **109. What is Backorder processing?**

**A)** Whenever we create a sales order for a particular material. It will give 2 delivery dates if it doesn't have the stock. If we get the material before the first delivery date, we will do revert back the order (CO06) and allot the ordered material at same requested delivery date. Now this order has one schedule line only.

### **110. What is full form of ECC?**

**A)** ERP Central Component 5.0/6.0

### **112. What is Ticketing tool?**

**A)** Ticket tool means which software you are using for handling the ticket. generally, RADIX and REMEDY tools are used for handling the ticket

### **113. What's the difference between SALES AREA & BUSINESS AREA?**

**A)** Sales area is the combination of sales organization, Distribution channel and division.

Business area is an organizational unit in Financial Accounting that represents a separate area of operations within an organization. The system posts costs and revenues according to Business area. A business area may be equal to Sales area - if accounts are to be posted according to sales/Plant/Division - if the accounts are to be posted according to Products.

### **114. How to extend material and customer to other sales areas?**

**A)** Material can be extended to other sales areas through MM01 T.Code. Since the material is already exists, system displays only sales views, the other views are common.

**B.** You can extend the customer master to other sales area using XD01 T.Code.

### **115. How does the rule MALA decide the picking location?**

**A)** Generally the picking location is copied from the sales order to the delivery document. However if the same is not mentioned in the sales order then we determine the picking location in the delivery document using the following **Three rules**:

1. MALA

2. MARE

3. RETA

Kindly note that the above rules are defined in the Delivery type.

MALA Rule Determination: Shipping Point + Delivering Plant + Storage Condition.

#### **116. What is the difference between ERB and ERU account keys?**

**A) ERB:** Is the account key for Rebate Rate

**ERU:** Is the account key for the Rebate Accrual Rate

Both these Account Keys are assigned to the Rebate Condition Type in the pricing procedure. All the Rebate & Accruals are posted in the separate G/L Account for the Rebates.

#### **117. What is PMIN?**

**A) PMIN** is a Condition type to define minimum prices. It can be used along with routine 15 to control minimum prices below which a material should not be sold to the customer.(or add surcharge in this case if the price falls below minimum price)

#### **118. Do u have any link for customer master and credit management?**

**A)** There is link between credit management and customer master i.e in Customer Master Record at sales area level on billing tab page there is field Credit Control Area. we maintain customer credit information in **FD32**

#### **119. What is the difference between incomplete order and backorder processing?**

**A) Incomplete orders** are the orders which have not maintained data completely as to full fill the business requirement to place the order ( as defined in incompleteness procedure by business).

We do the **Backorder processing** (CO06), The back order is the order in which stock has not confirmed in full or not confirmed at a requested Customer Delivery date (certain delivery date )

#### **120. Explain About Dunning Procedure?**

**A)** Dunning procedure is used in credit management i.e. if customer does not pay back his amount, then using this dunning procedure company send reminders to customer, even then also customer fails to pay his dues means, The company has right to take legal action on that customer.

You can use by T.Code: **F150** Dunning frequency, Dunning levels, these are defined by FI & assigned to customer master

#### **121. What is mean the customer account group?**

A) Customer master group will controls the field elements for customer master. It controls overall field views for Customer Master i.e. which field data is required and whether they should appear or not in Customer Master record while creation. This is also used for level of reporting

#### **122. How do we control the credit checks with specific to distribution channel and division?**

**A)** Yes we can control the credit checks with the distribution channel and the division by assigning the credit control area with sales area in credit management by using the T.Code: **OVFL**

#### **123. What is retro active billing? who will create this?**

**A) 1.** Retro active billing belongs to rebate process. It takes in to account the billing documents that were created previously ( i.e. before the rebate agreement done) & also billing documents which were created during the rebate period. In those documents which were created earlier, the accruals & basic rates were not automatically updated, it has to be done manually in the documents which were created during rebate period, the accruals & rebate basis were automatically updated.

**A) 2.** Retroactive billing is purely different from Rebate Process. But rebate process comes under the retro

billing. Because rebate process acts retroactively

**Retro Billing means:** For example we are selling some goods to a customer for the past 6 months and there were around 50 invoices are generated. But after 6 months we had an agreement that we will give discount on all the old invoices which were generated in the last 6 months or there is a decrease in price which should affect the old invoices, which were generated from last 6 months. For this kind of scenario we will use the Retro Billing. We have to use the T.Code VFRB to generate the retro Billing.

#### **124. What are types of MRP?**

**A)** MRP is Material Requirement Planning which is based on Transfer of Requirements while processing the Sale Order. MRP types based on Consumption based MRP etc.,

#### **125. How is Storage Location Determined?**

**A)** Plant + Storage Condition + Shipping point = Storage Location Determination

#### **126. How Scheduling line Categories are Determined?**

**A. Item Category + MRP Type = Scheduling line**

#### **127. How is Shipping Point Determined?**

**A.** Shipping condition + Loading Group + Delivery Plant = Shipping Point Determination

#### **128. If we have 3 plants & one material No. Then how to extend single material to all three plants?**

**A)** Use T.Code: MM01 and enter the same material with Organization and plant as you require. The message will appear "Material has been extended".

#### **129. How cost will flow from delivery to billing (with out reference of order)?**

A) cost from delivery will go to Invoice automatically if you maintain the shipment cost pricing. Do you know there is no pricing in delivery? Maintain the shipment costs and calculate the cost (Freight costs).

Material costs will transfer automatically to VPRS if the condition type is available in the pricing

### **130. What is Batch Management and Explain it?**

**A) 1.** Partial quantity of a material which is managed separately from other partial quantities of the same

Material. The main characteristics of a batch are homogeneity and Non-reproducibility.

#### **FEATURES:**

1. BATCH NUMBER ASSIGNMENT
2. BATCH SPECIFICATION
3. BATCH STATUS MANAGEMENT
4. BATCH DETERMINATION
5. BATCH RECORD
6. BATCH-WHERE-USED LIST
7. ACTIVE INGREDIENT MANAGEMENT
8. BATCH DERIVATION

BATCH MANAGEMENT/PROCESS IS PARTICULARLY USED IN FOLLOWING INDUSTRIES

1. CHEMICAL 2.PHARMACEUTICALS 3.COSMETICS 4.HEALTH AND HYGINE 5.FOODSTUFFS
6. RETAIL

### **131. Explain about SOP and your role in it?**

**A)** It is also called as Standard Operating Procedure, In every company they have a standard rules for their

Work, its that is all

### **132. What is Batch Jobs?**

**A)** I guess the question should be Batch job? Batch jobs are scheduled program which run mostly in background. **SM37** is the T code to see Batch job.

### **133. What is Procure to Pay(p2p) & Order to Cash (o2 c) cycle in SD module**

**A)** Procure to Pay(p2p) is of MM cycle. Order to Cash(otc) is of SD In order to cash the cycle is

Sales order - Delivery - Post goods issue - Billing processing.

**134. Based on which documents u will create a Pro-Forma Document?**

**A)** It is based on sales order or delivery documents

**135. What is Transaction Code for post goods issue(PGI)?**

**A) 1** Generally we use VLO2N for PGI processing, since as soon as delivery will complete we should post this goods issue by using VL02N where we will find tab/push button of ' POST GOODS ISSUE'.

**A.)2.** VL02N - Outbound Delivery Single Document

VL06G - Collective Processing Via Outbound Delivery Monitor

VL23 - Schedule Background Processing

VL09 - Cancellation/Reversal

**136. Explain about sales order cycle?**

**A)** Sales Order Cycle depends on nature of industry. Normal Sales cycles is Inquiry - Quotation - Order – Delivery - Billing/Invoice

**A) 1.** Presales Activities-Inquiry/Quotation.

2. Sales Order processing.

3. Inventory Sourcing-TOR to Material Planning i.e produce/procure.

4. Shipping- Delivery, Picking, Packing, Transportation Planning, PGI.

5. Billing

**137. List the Basic Steps for SD Configuration?**

**A)** Basic steps in SD configuration in broad sense are:

1. Configuring the organizational structures for sales, which will form a basic frame work to conduct Business processes in sales.

2. Configuring essential fields needed for managing customers/business partners who fall under four categories such as Sold-to-party, Ship-to-party, Payers and Bill-to-party. There are many other business partners associated like sales representative, contact persons etc. This configuration will enable you to

create master data of partners properly.

3. When you have the frame work and partners you would like to do business with them. Business in SAP SD is done using the document types. So this will be the third thing to configure.

4. You need the next thing to report all the business transactions and hence you need to configure reporting

needs by using information systems. Normally this will be an optional configuration because of the limitations of the reporting mechanism in SD information system.

**138. What are the pricing elements?**

**A)** Pricing elements means Condition table, Access sequences, Condition type & Pricing procedure.

**139. What are the parameters that u can see in FD32?**

**A)** u can see here overview screen, address of the customer, central data, status and payment history of the customer.

**140. What is Lean Warehouse Management?**

**A)** A lean warehouse is a partial ware house of fully blown ware house management viz central ware house

**A.)** 2 In lean ware house the stock placement and removal takes place only till storage location level where as in fully blown Central ware house the stock placement and removal takes place till bin level.

**141. Explain about the Smart forms?**

**A)** Smart Forms SAP form tool.

SAP Smart Forms combines previously separate components such as forms and print programs into a single unit. To print a form, you only need a program for data retrieval and a smart form from which an ABAP function module is automatically generated.

**142. What is ABAP Debugging?**

**A)** 1. In which we can see the runtime execution of the program

**A)** 2. FINDING THE ERRORS IN ABAP PROGRAM AND RECTIFYING THE ERROR AT RUN TIME IS DONE USING ABAP DEBUGGING

**143. What is the client specific data? Give two examples of client specific data?**

**A)** Client specific data refer to the data that can be accessed only when we log in to that Client

Client specific data :

- A) Business data--Master data of business partners, products, pricing etc
- b) Transaction data) Sales orders, delivery, billing documents etc
- c) Customization data) All the IMG activities that are saved with Customizing request number from the client

Specific data

#### **144. Valuation Class?**

**A) 1.** Definition: valuation class is Invoice Verification (MM-IV) Assignment of a material to a group of G/L accounts With other factors, the valuation class determines the G/L accounts that are updated as a result of a valuation- relevant transaction or event such as a goods movement.

**The valuation class makes it possible to:** Post the stock values of materials of the same material type to different G/L accounts Post the stock values of materials of different material types to the same G/L account

**A) 2.** Valuation class is group of material with the same account determination. The link between the valuation class and material group will be established through the account category reference. We will assign valuation class to account category reference and in turn account category reference is assigned to material group.

At the time of creation of material by using the material group, all the valuation classes are defaulted based on the account category reference. Since account category reference is assigned to material group. Finally in OBYC T.Code we will give account determination for auto posting to GL Accounts to this valuation class.

#### **145. What is the structure of Sales Document?**

A) Sales Document Structure as

**Header** : General information about document, which is applicable to entire document.

**Item** : Information about material number in the sales document.

**Schedule line** : It provides information regarding delivery quantity and delivery date.

#### **146. T.Code for Release /delete the Blocked Document due to credit check?**

A) VKM3 for release the credit block and vkm5 2 del the credit block...

#### **146. What is meant by Variant Configuration?**

A) 1. variant configuration is used to configure variants for a material. for eg: Bike can have different colours,

With different Engine Power, head lamp and automatic ignition. These are characteristics. the customer can choose any of these characteristics. Each characteristic can have different pricing. suppose the customer choose 100 c.c. engine and red color and automatic ignition he must be billed with these characteristics.

we can configure these with variant configuration.

A) 2. If the material consist of different characteristic and class then we go for variant configuration.

The step to follow the variant configuration.

1. Create characteristic CT04.
2. Create characteristic price CT04.
3. Create configurable material- KMAT - mm01
4. Create component material- MM01
5. Create a BOM – CS01
6. Create a configurable profile- CU41.
7. create variant condition VK11 i.e. VA00.
8. Place the va00 condition in the pricing procedure.
9. the item category is TAC and schedule line is CP and CT for the sub items.

#### **147. What is the meaning of "R" in R/3 systems?**

**A)** R/3 stands for Real-Time Three Tier Architecture. This is the kind of architecture SAP R/3 system has.

R/3 means three layers are installed in Different system/server and they are connected with each other.

- 1) Presentation Server - Where SAP GUI have.
- 2) Application Server - Where SAP Installed
- 3) Database Server - Where Database Installed

#### **148. Why do we call client 000 as golden client?**

**A)** Golden client contains all the configuration data and master data so some extent. All the configuration settings are done in golden clients and then moved to other clients. Hence this client acts as a master record for all transaction settings, hence the name "Golden Client".

**149. How many SAP versions you know? And what is difference between them ?**

**A) SAP R/3 2.0F, SAP R/3 3.0B, SAP R/3 3.0F, SAP R/3 3.0G, SAP R/3 3.0H**

SAP R/3 Release 3.1B Release Date June 1998

SAP R/3 Release 4.0B Release Date June 1998

SAP R/3 Release 4.5B Release Date March 1999

SAP R/3 Release 4.6B Release Date Dec 1999

SAP R/3 Release 4.6C Release Date April 2001

SAP R/3 Enterprise Release 4.70 Release Date March- Dec 2003

SAP R/3 Enterprise Release ECC 5.0Release Date March- Dec 2005

SAP R/3 Enterprise Release ECC 6.0Release Date March- Dec 2007

**150. What is your project cutover activity?**

**A) As cutover activity is done in the final preparation stage of the ASAP methodology, while migrating the data from the legacy system to the sap systems, Billing will be stopped for that point of time for time being. You could have told that , I have assisted in finding out the data relating to the Open Orders, Contracts, Pricing activities and Billing Documents, for the same time data relating to the Material master of Book stock, physical stock. etc. You should reply in such a way that he should be convinced that you really**

worked on that. Answer slowly no problem. Actually the cut over plan anyway will be provided by the

Implementation partner. All the other activities at this point of time will be stopped, what ever you want to modify will be done before or after this activity only. I am telling this for your Idea.

**151. where is the help desk?**

**A) Help desk will be there at clients location when in Support project where in my project my client got their own help desk it is the level1 support environment, here any tickets are raised by end user it will be escalated to the IT Helpdesk and then after from it helpdesk it will be escalated to Support team. or if you need any enhancements on the SAP Application which is not provided by SAP, there is a Helpdesk from SAP AG from where we will get OSS notes to fill the requirements.**

**152. What do you mean by drop shipment?**

**A) Drop shipment: Sales order processing will remain the same till the global availability of stock.**

**•If the customer accepts partial / multiple deliveries or all products are available in one plant, then the CSR**

will change the delivering plant (belonging to different legal entity) in the sales order for each line item.

- System will create the delivery on the delivering plant (plant of another legal entity).
- Shipping process like picking, PDI, packing and Post Goods Issue from the delivering plant will take place.
- Goods will be dispatched to the customer directly from this delivering plant.
- After dispatch, selling sales organization (from the sales order) will create the invoice to the customer.
- The customer invoice now triggers a inter company billing between delivering legal entity and selling legal entity based on the transfer price.
- An automatic accounts payable invoice is created on the selling entity's books of account showing delivering entity as vendor.

**153. In TOR (Transfer of Requirement) what exactly is REQUIREMENT CLASS and REQUIREMENT TYPE? give a brief explanation?**

A) TOR is dependent on requirement type, requirement class, checking group and schedule line category.

Requirement class contains all the control parameters, required for demand mgmt/sales and distribution. The requirement class is the controlling factor for the availability check and the TOR for all sales document types.

Requirement Types are Texts that represent the planning Strategy in any application (like demand mgmt/Sales & Distribution. A requirement type is allocated to a single requirement class, but a requirement class can be allocated to more than one requirement type. The requirement type is displayed in the sales order is based on the item category and the MRP type of the material.

**154. what are the effects of PGI?**

**A) 1. Effects of PGI.**

- Inventory account updated
- Cost of goods sold acct updated
- Document flow updated
- Stock will be reduced

--Billing due list updated

**A) 2.** The ownership of goods will be transferred with post goods issue and it updates the stock quantity in warehouse decreases the volume of stock and increase the goods sold & also updates the postings to GL A/C

#### **155. When is Material Determination Triggered?**

**A)** Material determination will be triggered through condition technique.

Step-1: Fields/Tables maintenance

Step-2: Access sequence - tables inserted

Step03: Condition type / access sequence

Step-4 : Material deter procedure / assign to sales document type

Step-5 : Define substitution reasons --> we can define whether the substitute material can be displayed as a

Selection and we can define whether the material can be replaced or can be added as a line item.

Step-6 : Condition records --> specific to sales area/material. Enter substitute material and the substitute reason.

Result: Material will be replaced/adds another line item with desired material in the sales order screen.

#### **156. Which partner function is relevant for credit limit?**

A) Sold to party is only relevant for credit limit, even while doing customer credit management we will enter

customer, system will not ask for partner function ( as sold to party is central).

#### **157. What do u mean by SAP Best Practices?**

**A)** As far as my knowledge is concerned SAP Best Practices are nothing but, the ready made sap customized business solution templates for the very small businesses.

#### **158. What is the difference between condition type EK01 and EK02?**

**A)** Ek01- IS A CALCLATED COST : The result of unit costing can be used as base for price (pr00)  
Determination

Ek02- IS A CALCLATED COST : The result of unit costing simply taken as a statistical value

#### **159. In Cash flow how will be availability check will be done?**

**A)** In a cash sale, the customer receives the goods immediately and payment is done at the same time. The delivery document is created. The billing can be done later on. If and only if the goods are available, the cash sale transaction takes place. Hence, no availability check is carried out in cash sale.

#### **160. How is Revenue Account is Determined ?**

**A)** Revenue A/c is determination:

1. Application, 2. chart of accounts
3. Sales Org 4. condition type
5. Account assignment group from customer
6. Account assignment group from material
7. Account key

#### **161. what is Document flow ?**

**A)** Document flow represents the flow of SALES documents from the first document till the last accounting documents. For eg., my document flow can be -

Inquiry

Quotation

Sales Order

Delivery

Transfer Order

Post Goods Issue

Billing

Accounting

This is the normal Document flow. I can have sales orders without Inquiry or Quotation. In that case my Document flow will begin with Sales Order.

**162. Order was created 6 month back for the material M-12 , at a price Rs.400/- and now price is increased by Rs.80/-,we want to bill the customer now for the new price. What changes or customizing should be done?**

A) Create new condition record with ref. to the existing one by changing the price.

Create billing document first, select the line item and go to conditions tab page in item data, click on "UPDATE" (update prices) tab (right side below) and choose "B" (carryout new pricing). You can see the new price against the line item. But if you have entered any manual conditions in sales order, they get lost here.

#### **163. Why do me maintains the Sales offices?**

A) Geographical aspects of the organization in business development and sales are defined using the term sales office. A sales office can be considered as a subsidiary. A sales office establishes contact between the firm and the regional market.

#### **164. What is the difference between Post Goods Issue & Post Goods Received?**

A) PGI and PGR use 2 different movement types.

PGI is outbound delivery and its decreases physical stock and PGR is the inbound delivery and its increases stock in the Storage Storage/Bin In SD, PGI uses movement type 601 and while PGR uses 561 (w/o ref to PO/Delivery)

#### **165. How is Access Sequence is Controlled?**

A) Basically Access Sequence is a Search Strategy which governs the condition type which give the required result. So to Access sequence is controlled by set of Access Number which are assigned to condition tables in which specific condition data is stored. ex. : table 6 has Price List Type/Currency/Material record. so whenever the specific requirement comes this access sequence can be attached to our condition type an it can act as a path setter to fulfill the requirement.

#### **166. what is integration of Billing in SD Process ?**

A) The billing document represents the final function in the SD process chain. Billing is an important part of the financials interface. This allows documents to be created automatically in Financials Accounting and Controlling when you create billing documents. A billing document has structure similar to that of a sales document, with header and item. the billing type controls the billing document.

The following is a list of billing types in SAP Systems:

F2-Invoice, used for final customer invoice

F8-Pro forma invoice, used for printing documents without having to post to the invoice

G2-Credit memo, used for issuing credit for any returns to the customer

L2-Debit memo, used to issue debit for getting money not received from customer

RE>Returns, for generating any return document

S1-Cancellation invoice, if you want to cancel an invoice and issue a new one

S2-Cancellation credit memo

LR-Invoice list, to generate a list from multiple invoice

LG-Credit memo list, to list all the credit memos to a customer for a specific period

IV-Inter-company billing (invoice), used to post financial data between company codes, for inter-company goods movement

IG-Inter-company billing (credit memo), to issue credit between company codes

CS-Cash sale, for issuing invoice any sale made through without any delivery involved

## **166. What is Differences between the Company and Company Code?**

**A)** In SAP world, very frequently you might be coming across the Word Company and Company Code. Sometimes it is understood that these two words are interchangeable and have the same meaning. But in fact, these are not interchangeable and are two different words with different meaning. Hence one should not derive the same meaning from the two. In SAP, to understand the definition and assignment of enterprise structure and terminology used for different organizational level, it is necessary to understand the following definition of these two words.

### **Company:**

As defined by the law of a particular country, company means an organizational unit in Accounting which represents a business organization according to the requirements of commercial law of that particular country. In SAP Basic data such as company ID, name & address, language & currency are stored under the definition of company. The following are attributes of a company.

A company can comprise one or more company codes.

A company can comprise one or more clients.

A company has one local currency. Group Accounting is possible at Company Level

Consolidation is based on Companies

### **Company Code:**

In SAP, the company code is an organizational unit used in accounting. It is used to structure the business organization from a financial accounting perspective. It should be created according to tax law, commercial law, and other financial accounting criteria. As a rule, a company code in the SAP system represents a legally independent company. The company code can also represent a legally dependent operating unit based abroad if there are external reporting requirements for this operating unit, which can also be in the relevant local currency. Appended below is some of the important information which needs to be maintained for each company code:

Company code key, Company code name. Address data. Country currency or Company Code Currency

Country key, Language key, Assignment to other organizational units.

### **167. What is the purpose of doing that?**

**A) Enterprise organization diagram.** Chart showing the organizational structure of an enterprise, its organization units and how they are related. A combined structure can be created from the point of view of accounting, MM, SD. This structure forms a framework in which all business transactions can be processed.

### **168. Which three organizational elements make up a sales area and briefly explain their function?**

**A) Sales organization:** An organizational unit that sells and distributes products, negotiates terms of sale,

and is responsible for these transactions.

**Distribution channel:** Channel through which salable materials or services reach customers. Typical distribution channels include wholesale, retail and direct sales. You can assign a distribution channel to one or more sales organizations.

**Division:** Product groups can be defined for a wide-ranging spectrum of products. For every division you can make customer-specific agreements on, for example, partial deliveries, pricing and terms of

payment. Within a division you can carry out statistical analyses or set up separate marketing.

Name the three internal organizational elements within a sales organization and briefly explain their function.

**Sales Office:** Geographical aspects of the organization in business development and sales are defined using the term sales office. A sales office can be considered as a subsidiary. Sales offices are assigned to sales areas. If you enter a sales order for a sales office within a certain sales area, the sales office must be assigned to that area.

**Sales Group:** The staff of a sales office may be subdivided into sales groups. For example, sales groups can be defined for individual divisions.

**Sales persons:** Individual personnel master records are used to manage data about salespersons. You can assign a sales person to a sales group in the personnel master record.

#### **169. What does the term "business area" refer to and how can it be used?**

**A) Business Area)** The system posts costs and revenue according to the business area. The business area can be equivalent to the:

- sales area (if the accounts are to be posted according to sales)
- plant/division (if the accounts are to be posted according to products)

The business area is defined in Customizing for Sales.

**o Business area.** A unit in an enterprise, grouping product and market combinations as homogeneously as possible for the purpose of developing unified business policy.

**o Financial Accounting (FI).** A business area is an organizational unit within financial accounting which represents a separate area of operations or responsibilities within an organization. Financial accounting transactions can be allocated to a specific business area.

**170. Briefly explain the relationship between sales organizations and company codes. ?**

**A) Many to One.**

**171. What is the central organizational element in purchasing?**

**A) Purchasing Organization.**

**172. Explain the relationship between sales organizations and plants?**

**A) Many to Many.**

**173. Explain the relationship between sales organizations, plants and company codes?**

**A) Many to Many to One.**

**174. Can one business area be assigned to several company codes? Which (sub) module of SAP could make business areas obsolete?**

**A) Yes in CO(controlling).**

**175. What is a credit control area? What relationship exists between credit control areas and company codes?**

**A) Credit control area. Organizational unit in an organization that specifies and checks credit limits for customers. A credit control area can include one or more company codes. It is not possible to assign a company code to more than one credit control areas.**

**176. Which organizational element is central in shipping? Give a definition of it ?**

**A) Shipping Point: Organizational unit at a fixed location that carries out shipping activities. A shipping point could, for example, be a company's mail department or a plant's rail depot. Each delivery is processed by only one shipping point.**

**177. Give a definition of plant (in SAP)?**

**A)** Organizational unit within Logistics, serving to subdivide an enterprise according to production, procurement, maintenance, and materials planning aspects.

A plant is a place where either materials are produced or goods and services provided.

**Classification:** Business object

Structure: A plant can assume a variety of roles:

As a maintenance plant, it includes the maintenance objects that are spatially located within this plant. The maintenance tasks that are to be performed are specified within a maintenance planning plant.

As a retail or wholesale site, it makes merchandise available for distribution and sale.

As a rule, the plant is the organizational unit for material valuation.

The preferred shipping point for a plant is defined as the default shipping point, which depends on the shipping condition and the loading condition.

For the placement of materials in storage (stock put-away), a storage location is assigned to a plant. The storage location depends on the storage condition and the stock placement situation.

The business area that is responsible for a valuation area is determined as a function of the division. As a rule, a valuation area corresponds to a plant.

**178. Can you assign two different sales organization to the same company code?**

**A)** Yes.

**179. To what do you assign distribution channels and divisions?**

**A)** Sales Organizations.

**180. What are the highest organizational units in SD, MM, PP, FI-CO?**

**A)** SD: Sales Organizations.

MM: Plant

PP: Plant

FI: Company Code

CO: Controlling Area

**181. Can you further subdivide a plant? If yes into what?**

**A)** A plant can be subdivided into storage locations, allowing stocks of materials to be broken down according to predefined criteria (e.g., location and materials planning aspects).

A plant can be subdivided into locations and operational areas. Subdivision into locations takes geographical criteria into account, whereas subdivision into operational areas reflects responsibilities for production.

**182. Can a sales organization sell from a plant belonging to a different company code?**

**A)** Yes.

**183. How many shipping points can you assign to a plant?**

**A)** Many.

**184. How many shipping points can you assign to a sales organization?**

**A)** None.

**185. If you have a warehouse management system active, to what would you assign the warehouse number?**

**A)** Plant & Storage Location.

**186. What is the Function of item category and item category group?**

**A)** Item Category determines the processing of any Item/material that we enter in a sales order and in this way it also effects the processing of any sales doc in which it is used.

Item Category Group is one of the component which along with the Sales Doc Type, The Item Usage and Higher Level Item Category decide about the Item Category in a sales doc.

**187. Which agreement type I should consider, is this customer rebate(0003), material rebate(0002) or Rebate on the basis of sales volume(0005), because here client is not offering rebate on Sales**

**volume in rupees or dollar. He is only concerned with total sales in kiloliters(Quantity). As per rebate agreement concern rebate is offered in percentage. Please guide me for my scenario.?**

**A) If your distributors are fewer (far less than 900 materials) then you should go for only customer rebate.**

**188. Guide me for conditions types and scale basis for maintaining condition records?**

**A) When creating customer rebates (T:VB01) select customer rebate, there you will see a header tab: Conditions , click it add how many customers you want. For each customer you can create scale based conditions (under the heading tab :Scales).**

**189. How can we know whether the customer is one-time or regular?**

**A) One can maintain Account Group for One-time customers. By which we can identify one-time customers.**

**190. What happens when you do not enter a value for a manual and mandatory condition type?**

**A) The pricing procedure will reject the conditions in the sales order**

**191. Do header condition type have an access sequence?**

**A) No**

**192. Relation between Company - Sales org ?**

**A) One-to-Many**  
Sales Org - Plants & company vs. Plants

Company - sales org - credit control area

**193. What are sales area and its components?**

**A) Sales area consists of Sales Organisation, Distribution Channel and Division.**

**194. What are legacy systems?**

**A)** The Existing system on which current system is working, from which the current system will be migrated

to SAP system

**195. What is cut over strategy?**

**A)** Cutover strategy depends upon how the organizations design their data load strategies. Normally, you decide the sequence of Data loads for Configuration settings, Master data, Transaction data which follows whom and then you make a copy of the system as a Production system a day before and after checking the successful data loads, you go-live 100% or partial again depending upon organizational setup and policies.

Cutover planning is highly site specific. There's no thumb rule.

The stock data as on the date of going live should be correctly entered. But stock being a highly dynamic quantity, the strategy for loading should be crystal clear. Then you have to load all the back dated transaction on the stock. Some stock comes into your plant/storage location as return and some stock is actually delivered to your customer through sales orders of various kinds.

**196. What are Cumulative Condition Records?**

**A)** There is a field:- "condition update" during configuration for a condition type (at v/06)... has it anything to do with cumulative condition Records?

**197. IF you have 3 different access sequences for one condition record then in a pricing procedure in what hierarchy will you maintain the three accesses?**

**A)** In Condition Records (T Code VK11), you would be putting values to corresponding Condition Types. Now one Condition Type can be assigned to one access sequence. In Access Sequence, you can assign whichever tables and fields are required. So in my opinion, you cannot have one condition record for 3 access sequences.

**198. What happens in the access sequence when you put all the ticks in the exclusive field?**

**A)** When you put tick in exclusive field of all access sequences, in my opinion, it will try to get available data from the first. Only in case, data is not available, will it move on to the next one.

**199. What is meant by delivery group?**

**A)** Delivery Group is basically grouping all individual deliveries for Billing. It should have the same Ship to Party, Shipping Point, etc.

**200. What triggers the automatic creation of PR or PO in case of third party sales?**

In item category we can set "automatic PO" so that PO and PR will automatically generate after saving the order. You never change the item category configuration to "automatic PO". It is the schedule line category type which triggers the automatic PR creation.

**201. What are the steps that are required to include sales person as a partner function in the partner determination?**

**A)** Partner function sales representative or person responsible these two we can add through partner function in partner procedure.

**202. What is Z transaction?**

**A)** We copied standard TC or object and rename it by Z its basically standard name which will start from Z (User defined)

**203. Can you create sales order for 40 items if the quotation is sent for 30 items?**

**A)** Yes.

**204. What is the importance of requirement field in access sequence?**

**A)** System will not go to access condition type system will reply through formula.

**205. What makes the immediate delivery in cash sales?**

**A)** Order type immediate delivery switch on.

**206. What is change request and task? What was your task no.? I need an example or a task no. that is being used in your project to clear few things in my mind?**

**A)** The Change Request is that request when you do some thing new in customizing or configuration in the system. The system will automatically pop with the change request pop box , when you can give request name as defined by the system or can give your own request name with heading of what changes you have made while customization. The system will generate a request number and you save it.

(e.g.: VEDK-2785467) VEDK- means the Clients System name then followed by the system generated request number.

Now when you want to release the request you have to use the T-code SE10 where you can see the requests under the heading modifiable or released. Go to the modifiable option. Each request will have again an internal request number. First you have to release the internal request and then release the external request number. This will in turn released by the basis guys thru the T-code SM64 in a group when all the requests are pooled from different users.

The task which you have mentioned in your question is nothing but the what task you have performed while customizing the client system and the heading name which have given it for that task and generated a request for that task.

**207. What is your client Number in the project? Like how we have 800 for IDES?**

**A)** Generally like IDES client, when you are in the project, the client is also given a number called client number. So while implementing a project The entire implementation is done under phases and in different Client no Servers. E.g.: take a company called ABC which is implementing SAP.

So the Client is given a number in the following manner by the SAP Implementers at the site

- 291- Sand Box server (Initial Testing scenarios Server)
- 292- Development Sever (With client data of minimum 15 days transactions)
- 294- Testing Server (the scenarios developed in development server is tested here)
- 295- Golden Master Server (Quality cum Testing Server)checked finally before transferring to Prod server
- 296- Production Server (where the clients live data is stored and daily business transactions are done)

**A) 2** Few client requirements for customer master, material master, Organization and Transactions.

The client requirements may be in the form of customized reports and queries which are supposed to be suited according to their business process. Generally the requirements would be coming from the BPO's (Business Process Owners) who will be deputed for each module e.g.: SD, PP QM FI) by the client as they would be expert in their areas and module who under the business processes as they clients Project Team members. They are whole and sole responsible to get the implementation done and meet the requirements raised by them and the other users from the client's side.

Generally before starting the implementation the entire organization structure and the organizational elements are freezed and a skeleton structure is prepared and then along with BPO's requirements the system is 1st configured and then the customization is started to suit the Clients specified requirements.

Now as far as the transactions are concerned not all the users are allowed to run all the transactions. Here the user roles are defined as per the BPO's (i.e., the user is given authorization only to run certain transactions depending on the levels and stages in his area of specialization like in SD module the entry level user is only allowed to enter the data like creation of Sales orders or delivery and billing and the next level is give the authorization for changes to be made for that same data that is entered by the entry level users. The next higher level -Supervisor is given a few more transaction authorization which will be above these mentioned users)

Here the reports are segregated like Higher Management Reports, Middle Management Reports where by again authorization is given those heads(Head of the Depts. or the Plants heads or GM etc.,) to run certain transactions which allow to view reports that are needed daily by the management.

## **208. How to restrict users for not changing some fields in T-code VA02?**

**A)** There are two ways to do this:

- Make a transaction variant thru SHD0 and assign it to your sales doc. While creating the variant you can place non-changeability ticks on specific fields. Next allow those users only to work with your transaction variant but not with the original transaction.
- You could make use of user-exit FORM USEREXIT\_FIELD\_MODIFICATION in include MV45AFZZ (via authorization objects, which you can assign in role customizing).  
The latter is more flexible but it is not feasible if you want to place restrictions to a large amount of fields.

## **209. How can we delete the Sales Orders & How can an invoices be cancelled or deleted?**

**A)** You can very well delete sales order using transaction VA02, but with a constraint that no subsequent document is created against it.

**A)** Invoice can be cancelled using T.Code VF11 and then you can reverse the Goods Issue using VL09 and making the picking quantity zero in the delivery document and delete the delivery order using VL02N . You can then delete the sales order then.

**A) 2** You cannot delete an Invoice. You can only cancel it with (VF11) if the relevant accounting document is not been generated. Ask your FI guy to reverse the accounting doc. Only after the accounting doc is reversed and/or deleted, you can cancel your invoice. You also need to check if any TAX documents are generated with your Invoice. You need to reverse/delete those documents also.

**210. What the job responsibilities would be for the Support Consultant? If the Consultant is working in Offshore Support, How the business interaction would be there between the Consultant and Customer? How the Customer Queries were handled successfully sitting from his location?**

**A)** Job responsibility of a Support consultants is to handle routine tickets, which can be incident (routine problems), change tickets (need configuration change, therefore a change request), normally a support consultant can only advice a change but can't do it , because there is always a change advisory board on client end to evaluate and implement the advised change.

Business interaction between users and customer can be through mail box utilities; outlook, even telecoms and some companies also allow chat. Usually the customer provides with the number of the document and client/company code and other necessary info. about the process which is facing problem, the consultant tracks the project by logging in to development server and search out for causes, the solution is then sent to user, maybe with snapshot if required.

For those people who asks for for tickets:

1. Tickets are normally raised by end user and carry a priority.
2. Those who are asking SAP gurus to tell them about tickets, pls note that most of the problems except for the basic questions discussed in this group are the tickets themselves, tickets are nothing but the routine incidents the SAP consultants get, if you regularly read the mails in the group you will soon start recognizing tickets.

**211. What is purpose of maintaining common distribution channels and common divisions?**

**A)** Common Distribution Channel and Common Divison are maintained so that if any master data like customer or material maintained with respect to one distribution channel can be used in other DCh. It prevents the multiplication of master records.

Eg: A customer is created for say sales area 1000/20/00 then the same customer can be used in sales area 1000/30/00 if we maintain 20 as common distribution channel. Hence no need for extending the customers...the same for materials also.

**212. What is the purpose of text determination, output Determination, storage location determination ?**

**A)** Text Determination: Any Texts in Material Master/Material Determination/Order/Delivery , etc is meant to convey messages to the subsequent documents for compliance. e.g. "Give Top Priority" message mentioned in Order is meant for Production Dept.

**213. What is purpose of account determination?**

**A) Account Determination:** is integration between Finance and SD. The A/P along with Account Keys need to be allocated accordingly with combination of Account Determination Group for Customer and Material if required. Account Determination: Sales View, Sales Organisation, Distribution Chanel, Chart of Accounts, Account Assignment Group for Customer and Material and Account Keys.

**214. What is the purpose of Partner determination,**

**A) Partner Determination:** To identify which type of Partner it is so that if required for same Customer different Partner Functions may be required E.g Only One Sold To Party per Customer. More than One Ship to Party/ Bill to Party/ Payer possible. Accordingly different Masters will have to be created. Useful for dispatch of Material in cases of Ship to Party, sending Bill in case of Bill to Party and payment follow up /Dunning in case of Payer.

**215. What is the purpose of Output Determination ?**

**A) Output Determination:** What type of Output (Fax/Mail, etc) is required, where and in what Format(ABAP Customization may be required in some cases especially Invoices).

**216. What is the purpose of Storage Location Determination?**

**A) Storage Location Determination:** depends on Plant, Shipping Point and Storage Conditions

**217. What is the difference between the Availability check 01 (Daily requirement) and 02 (Individual Requirement) in material master?**

**A) 01 and 02 are the checking group.** Availability check is carried out with the help of these checking group and checking rule. Checking group 01 and 02 are maintained on the material master.

01 - Individual requirement -For this system generates transfers the requirement for each order to the MRP So that MM can either produce or procure.

02- Collective requirement.-In this all the requirements in a day or in a week are processed at a time. System stores all requirements and passes on to the MRP in MRP run. In this system performance is high however you can not do the backorder processing whereas in other you can do.

**218. What are the responsibilities of a functional consultant in an implementation project?**

**A) A) Responsibilities in implementation project**

- Preparing the functional specification documents.
- Review and approval of functional specifications.
- Designing a road map and setting approval from client.
- Changing existing configuration whenever needed.
- Setting up configuration for new enhancements.
- Handling basic issues of MM module.

b) Responsibilities in support project

- Handling customization, configuration, and enhancement related issues
- Handling tickets on Day to Day basis
- Monitoring S&D reports on daily basis required by clients
- Preparing functional specification documents
- Preparing end user training Documents

**219. What are the responsibilities of a technical consultant in an implementation project?**

**A)** Preparation of technical specifications, getting approvals from functional consultant and Project Manager, assistance to functional consultant.

**220. What are the main and sub modules in SAP?**

**A)** SD, MM, FICO, PP, ABAP

**221. What is ERP and SAP? and why implementing SAP in an organization? Explain the special features of SAP over other ERP's?**

**A)** SAP is an ERP package. SAP can be fit in any language. It is used to get exact data with a fraction of section which will be used fully for management to take correct decision in a short span of time. Using of SAP means there is no need to maintain the middle management in the organization because the CEO of the company is able to direct the executives directly with the system.

SAP is able to integrate all functional organizational units together and retrieve exact data needed by management. Therefore, investing on middle management will become less. and the user will be able to access instance reports using the logistic information systems in SAP.

**222. Explain the business flow of an implementation project?**

**A) - Project preparation**

- Business blue prints
- Fit gap analysis
- Realization
- Go live
- Support

**223. Explain briefly about your role in current/previous project? (If you have one) ?**

**A) Team member**

**224. Explain your functional experience prior to SAP?**

**A)**

**224. Can you explain the modern technologies in SAP? Do you use this in your current project?**

**A) APO, BW, CRM,**

**225. Explain the terms "AS IS" To TO-Be and "FIT GAP ANALYSIS"?**

**A)** Business blue print stage is called as is process. Fit gap means, before implementing the SAP all the business data is in the form of documents, we cannot keep this data as is in the SAP. There should be a gap. So by filling this gap, we make configuration with the help of these documents. This is called as fit gap analysis. In this stage, we should analysis the gap between as is and is as process

**226. What are the responsibilities of "CORE TEAM" & "FUNCTIONAL TEAM" in an implementation?**

**A)** Core Team are the power users who are selected for the SAP implementation. The Functional Team gather the initial implementation requirement from these core team users who will be the bridge between the SAP Functional Team and their department users with the expert work knowledge.

**227. What exactly means automatic posting? can you explain?**

**A)** Automatic posting could be, posting of accounting documents to FICO once invoice is created which can also be controlled manually. Automatically determine the freight while pricing in ship doc. and post to the relevant account to fico. usually automatic posting is posting of documents to FICO based on various account keys and account groups.

**228. How many clients we will create in landscape (like in development server, quality server, production server) if we are creating more than one in each server what is exact use of that client?**

**A)** Client landscape: Basic layout : dev -testing- production also

- Sandbox env. for trial and error
- Development Server for actually creating transports(CTS)
- Global server. If you have global implementations at different client locations

(eg; Canada, US, UK) (for testing purposes with actual master data's well)

- Testing sever (for regression testing purposes before moving to production, integration etc..)
- Production Server. the actual production system

The clients could be variable and could be created to a specific server. Usually a dev. where abap, functional would mess around. say :

- client 100 -functional consultants
- client 300- abapers
- client 400- other users(like super users etc)

**229. How we can do invoice split depending on item category in which scenario we will use?**

**A)** You first need to go for copying controls either from sales to billing (invoice) or delivery to billing or billing to billing use transactions (VTAA,VTAF,VTLA,VTFA,VTFI,VTFF) all possibilities for copy controls. this basically is flow of doc to doc. (may it be sales to billing, delivery to billing , or billing to billing etc..) ---> this is where you see the Item category and you control whether split is possible or not with the indicator "B". eg: representing split in invoice based on item category. The field here "data VBRK/VBRP" (header/item) which actually is used for splits or combining different deliveries. create a splitting rule using VO FM (you need access key to get here). Here you define comparisons for the fields at header table and item tables and the comparison fields say SPART "division". purchase order "BSTKD Instance: 5 sales orders combined into 2 deliveries and the split at the invoice would be 5 individual billing with respect to fields PO and Dlv. of each sales order would let you create 5 billings. You need to define the exact "field" in the comparison both at header and item level that could lead to invoice split. the key here is the field that is different from header to item will cause split at the item level.

**230. How we will configure milestone billing , periodic billing and which scenario we will use?**

**A)** Menu path: IMG->sales & distribution->Billing->billing plans->define billing plan types.

You set the start date and end dates if applicable to the type of billing you are using. What time to be billed (end of month, start of month etc..)

**Milestone billing** is a plan type where a customer is billed for the amount distributed between the dates until total value is reached eg: if the total billing amount is 1000 USD for a year. You will bill the customer in different amounts say 200, 500, 300 at different intervals as per customer agreement.

**Periodic billing** is billing the customer for the total amount(here 1000 USD) at regular intervals periodically until the customer agreement is reached. eg: 1000/12 for a 1 year agreement and say billed at the 1st day of every month.

**231. What are some pricing routines and SD functional specs?**

**A)** Form routines for pricing and various other functions can be maintained form routines are something to do with ABAP code. Go to (VOFM) where all requirements which are represented by form routines can be maintained. Requirements are available to be assigned where access sequences are used (for determination procedures, here pricing).

Once the T.code VOFM is accessed you will see requirements & select "pricing" again you need access key to create your own or copy a routine. Say you want header price not to have effect the item pricing, you need to go to the program to change ABAP code to meet the requirement. this specific requirement you created will be assigned in the pricing proc. determination "requirements field" usually with a number beyond 600. Note: make sure you activate your routine for its effect to take place

**232. What is the movement type you used in consignment process?**

**A)** 632, 633, 634, 631

**233. Can team size be 40 in a project? Is there any generalized team size no. for any project? If we tell my team size is 40 in that How many SD consultants will be there?**

**A)** Team size can't be forty, There is no generalized size of team. Never 40 consultants work together on same project. Only 6-9 SD Consultant will work in 24/7 project, i.e. Shift Wise

**224. What is ALE?**

**A)** Application Linking and Enabling - Generally Abapers work on it.

**225. What is meant by condition technique: can we say it is the combination of condition types, access sequence and condition tables?**

**A)** YES

**226. Where do we can find pricing procedure indicator in SD?**

**A)** Pricing procedure is where we maintain all Conditions (like PR00, K004, MWST, KP00, etc)

**227. Where do we assign calendar in the master records?**

**A)** In IMG screen Global Settings.

**228. What is the importance of customer account groups?**

**A)** We maintain the customer account to maintain payment terms and inco-terms. Lets say, if SP is only booking order but the goods should deliver in foreign country and for which Sold Party is not going to bear the excise and other taxes then the Ship to party or payer will take taxes responsibility, then the tax is calculated based on account groups.

**229. What are Inco-terms? Where do we fix them? Where do you find in regular process?**

**A)** Inco-terms or international comm. terms and u find in CMR - Sales area Data - billing Tab.

**230. How can you make some of the fields as key field in generic tables?**

**A)** Some fields in all tables will have an indicator... To see that indicator, then go to **SE11**, display VBAK, u will find MANDT on top, if you see after description 2 tick marks, those are key fields. Generally, these key fields are used in writing any Program or Interface. The key fields will extract data of non key fields.

**231. What is the standard group condition routine in condition type, what is its importance?**

**A)** Its better to read Group Conditions in PR00.

**232. How can we control entry possibility of condition values at order through condition type settings?**

A) You can maintain the maximum and minimum value for all conditions.

**233. What are the customizing settings in pricing procedure for tax condition type?**

A) Check out the standard pricing procedure RVAA01 - MWST.

**234. A bunch of data need to be imported/transported for Non-SAP to SAP system? A huge no. of Master Record's creations are required, how it is possible in SAP?**

A) LSMW, BAPI.

**235. What is the difference between PGI cancellation and Returns order?**

A) PGI cancellation is done before the transportation of goods. But return order means its already transported reached customer during transit if material is spoiled or broke or the goods r not delivered as per customer requested date. then customer send the goods back to company.

**236. What are the integrated areas in SD & FI, SD & MM, SD & PP in both implementation and**

**support projects?**

A) SD & FI - Possible in Account Determination, for posting the conditions to relevant G/I account like all Prices goes to one particular G/L Account. Also in Credit Management, Taxes  
SD & MM - Possible in Batches, Material Requirement Planning.  
SD & PP - Possible in Material Requirement planning

**237. Where do we maintain "Item Category Usage" at the master level?**

A) SPRO --> Sales and Distribution --> Sales --> Sales Documents --> Sales Document Item --> Define Item Category Usage

**Item Category Usage:** Item category usages which control the usage of an item. Item category usage controls, for example, the system response if during document processing an item does not refer to a material but to a text item. Item category usage can also be maintained via the item categories

In contracts we are creating quantity contract and value contracts in that we only put the validity period after validity period that contract will close, but customer want before one month closing the period system should alert with popup box like this contract is going to close, for this sales manager can follow up the customer for renewal the contract.

Getting a pop-up when the Contract is going to expire is not a Standard SAP thing. For this you need to do some programming. Instead of this the Std system has a reminder system where in the open Contracts and Quotations are popped up when you about to create a sales order.

This setting is in the Sales order header: Go to -- VOV8 --- Quotation and Outline agreement messages

If you want to have different number range for different sales area where the settings to be done

Number Range are use to define what number to be assign to sales document type. Number range can be assign Internal or external.

In internal number range system automatically assign a number to sales document according to number range define in system. In External number range user manually assign number to sales document.

For Assigning Number Range use T-Code VN01 - Choose Intervals ---- Define your number range

### **238. What is difference between Material listing and Material exclusion?**

**A) Material listing** is nothing but what ever materials user assigned to particular customer, then he can access/ Purchase those materials only.

**Material Exclusion** is nothing but excluding the particular materials to the customer, then customer cannot access/purchase those Materials.

### **239. what is difference between transport and task?**

**A) Request id / Tasks** are transported from one server to another server,

### **240. What is transaction code for post goods issue?**

**A) VL02N** - Outbound Delivery Single Document

VL06G - Collective Processing Via Outbound Delivery Monitor

VL23 - Schedule Background Processing

VL09 - Cancellation/Reversal

### **241. What do u mean by Rollout project?**

**A) If** suppose you are working for one project in India for Example: **Coke Cola**, how these people they are doing is first they will implement this in one country and next time onwards for another country they will take

this as a reference like no changes in the business process and customizations every thing will be the same. They just, will create no of plants ,sales offices ..etc as per their country specific Company code and in some cases it will take care about CIN related changes at the time of roll out...

### **242. How revenue account is determined?**

**A) Revenue A/c is determination :**

1. Application
2. Chart of accounts
3. Sales Org
4. Condition type

5. Account assignment group from customer
6. Account assignment group from material
7. Account key

**243. what are all the documents will generate after saving invoice?**

A) After saving invoice 5 documents are generated:

1. Revenue Account
2. Customer Receivables Account
3. profit center Account.
4. Special Purchase Ledger Account
5. Profit Analysis Account.

**244. What is "Order Fulfillment" in SAP SD functional context?**

A) Order fulfillment represents the lifecycle of a customer order. This cycle begins with the receipt of the order and continues through to the point of payment.

Order fulfillment is basically all the key activities that must be performed to successfully meet customers' needs. These activities include:

- Order preparation (What is needed?)
- Order transmission (How does an order come in?)
- Order entry (What happens to the order after it is received?)
- Order filling (How does the order trigger the actual selection of product from inventory)
- Order shipment (How is the product shipped?)
- Order tracking (Where is the product and when will it be received by the customer?)

**245. What is the difference between ATP check and Availability check?**

A) Availability check determines if the desired quantity can be met on the desired delivery date.

There are 3 types of Availability checks 1, Against ATP 2, Against product allocation 3,

Against planning (push cycle)

Availability check is based on checking group(defines the type of requirement) and Checking rule

(scope of availability i.e. how the check has to be done)

And this can be configured in IMG -SD- Availability Check & Transfer of requirement.

Product allocation: In demand times we can limit the delivery quantity to the customers and that time the check will be done against product allocation.

**246. What are the limitations of SAP R/3?**

**A) 1) Cost**

- 2) High understanding of the process
- 3) Time consuming for implementation
- 4) Huge documentation

**247. What's mean of back order processing?**

**A) While doing sales order the material is not available some times at that time we give the delivery date when ever we expect goods. if the goods available earlier than delivery date we can go back with sales order and deliver the goods before first delivery date. this process called as backorder processing.**

**Q. What is the purpose of using Condition indexes? How do you activate them?**

**A) Condition index - condition type is consist of so many conditions. During pricing it will determine all the conditions those are maintained. present - in CONDITION TYPE overview screen master date one check box is there to activate the check box.**

**248. How system picks up pricing while doing billing?**

**A)1- We have to create document Pricing procedure and this three i.e.**

Customer pricing procedure + Document pricing procedure+ Sales area = Pricing procedure Determination.

First the system picks the price through the condition record which is triggered with access sequence which are created on base of condition Tables which was assigned to condition type and This was attached to unique pricing procedure.....This is Pricing Procedure is assigned to each different Document Type with different Sales areas

**A)2** - Condition record will be created as a condition tables. which has got different conditions for price variation. And this condition tables will be arranged in access sequence, This access sequence will be assigned to condition type and finally this type of conditions will be formed as a pricing procedure. and you

know that this will be attached to Customer pricing procedure + document pricing procedure.

#### **249. What is purpose of Requirement in Pricing Procedure?**

**A)** Requirement is nothing but routine written by abapers according to client requirement.

Ex: some condition type that should be de-activates at order and activate at billing level.

Suppose routine 23 and 24 can be used at billing document for rebates (condition type for rebates bi01 and bi02 ). We add this condition type at in our pricing procedure so that this document de-activates at order level and activates at billing document level

#### **250. What is the chapter ID?**

**A)** An Unique 8 digits number given to each Material which is manufacturing in India, On the base of his unique characteristics, which is published by the Central Government of India every year. It shows how much excise duty has revealed/levied on each material. Each material in the schedule is assigned its own identification 8 code. so called "Chapter ID".

The schedule lists all materials involved in manufacturing it may be input material and out put materials for production purpose.

Chapter ID is stored in the control code field. When you enter a material's Chapter ID in the material master, the system copies the Chapter ID to the control code field. When you create a condition record, the filed name is control code.

**251. What is difference between UTXJ & MWST? Explain in detail?**

A) UTXJ used in CIN SD MODULE- for excise tax

MWST used in standard SAP output tax condition type

**252. Whether it possible to assign two different Sales Organization to the same company code?**

A) Yes we can assign "n" number of sales org to a company code. But we can't reverse/change it.

**253. What are the influencing factors for account determination for invoices?**

A) Sales amount which is in sales order will be posted into some accounts.

Example: sales price should be posted into **sales revenues A/c** in the same way sales discount should be posted into deduction account, other amount will post into some other account for this purpose we maintain account determination.

Influencing factors for account determination is: **chart of accounts** ( FICO consultant will tell that chart of

accounts which is used for that company code)

Sales organization,

Distribution channel,

Account assignment group for customer ( which is in C Master Data, sales area tab page, billing view )

Account assignment group for material ( which is in material master record, sales organization 1 view )

account key which is assigned in pricing procedure G/L account number ( FI consultant will give this No)

**254. Explain briefly about the SIS (Service level Agreement)?**

A) SLS means Service Level Agreement. The Service level understanding between the SAP Support / Enhancement leads team & client, it means whether to decide which problem / Ticket has to solve first,

on the base of his severity or priority & the time required to solve that problem

**255. Can you change Sold to Party into Ship to Party?**

**A)** we can't change sold to party to ship to party. but we can change ship to party to sold to party

**A)** we need can't change a sold to party to ship to party, because **SP** will be having all that partner functions.

**256. How can we determine the Route?**

**A)** Determination of the route is dependent on the following factors:

- (1) Departure Country and departure zone-it gets determined from shipping point.
- (2) Shipping Condition:-it is determined from sales document type or from Sold Party(Customer master).
- (3) Transportation Group:- it is determined from Material master.
- (4) Transportation Zone:- ship -to -party.
- (5) Receiving country .
- (6) Weight group(optional).

**257. Who will prepare QABD?**

**A)** Question and Answer Database. This comes into when the Project Preparation starts. This is prepared by Senior functional Consultants.

**258. What is Account Group?**

**A)** Account Group in SAP SD is used to create the master records such as Customer master,

Vendor master etc, **The account Group controls**,

- Whether the partner is a one time customer or one time partner,
- which screens and fields are necessary for entering master data,
- which fields are mandatory, optional and Display in master record

- which partner functions are valid.

**259. Explain what is BOM?**

**A)** Bills of material means combining a group of materials into one product. For E.g.: computer is a product it is the combination of CPU, keyboard, mouse and monitor. There are two types processing is there in BOM. ERLA and LUMF. In ERLA the main item level will be priced and sub item level will not be priced. Similarly in LUMF the main item level will not be priced and sub item level will be priced.

**260. What will be the possible reasons for delivery not getting generated for an item?**

**A)** Two possible reasons: 1) Stock is not available.  
2) Requested delivery date and selection date in delivery document are different. They should be same, else delivery will not be created.

**261. What is BPR (Business Process Re-engineering)? That you have applied in your SAP****Implementation project?**

**A)** BPR (Business process re-engineering) means that changing of the way a certain process is carried out with the idea to remove/ improve steps that are causing bottlenecks or are redundant. The changes can be done on the actual process on the field and then replicating them same on SAP or vice versa.

This process often faces strong user resistance and should be supported by in the organisation strongly by the consultants and the core team. The organisation should be convinced of the changes and good training needs to be imparted.

**262. What is main purpose of maintaining the master data in System?**

**A)** Company master data is responsible for all the records like sales order, delivery and billing and as well as in customer payments. It is mandatory for the entire process, and for e.g. we cannot create a sales order without customer master data, material master data and condition master data.

**263. Can we delete the Sales Order Numbers Permanently?**

**A)** We CAN delete, but the sales order should not have any subsequent documents saved

(e.g. delivery, invoice). If they are, we will have to delete/cancel them first, then and then only we can delete the sales orders. va02-->sales Document--> Delete.

#### **264. What is integration points between MM,PP and SD?**

**A)** If any company follow the process of "Make to order" then this is also a integration point of SD,MM & PP.

#### **265. What is Debugging?**

**A)** Debugging is a Abap tool to see and analyze the execution of each statement in the Program sentence by sentence. Debugging is used when the particular transaction is showing error with abap related problem that means If the standard program is not properly executing when you are giving inputs in any fields for the particular transaction and the system shows error message and system terminates the transaction also according to the program inbuilt by the standard SAP.

In this scenario Abapers will analyses the program to find out the route cause of the error by line by line in written program. During debugging curser will recognize the statements only after 'start of selection' in the program.

Go to debugging mode, **place /h** in any particular transaction on the command field and enter then system

shows the message that debugging mode switched on status bar. Then go to program threw go to-system-program - place the curser on the statement below start of selection.

This is how we can analyses about the program statement by statement but this is done by abaper, any how as a functional consultant we should know about this process

#### **266. What are the 16 steps in the pricing procedure?**

**A)** > step,

- counter,
- condition type,
- description,

- form,
- to,
- manual,
- mandatory
- statistics,
- print,
- subtotal,
- requirements,
- alternative condition type,
- alternative condition base value,
- account keys and
- accruals

**267. Tel me weather is it possible to make one sales order with 2 quotations?**

**A)1-** Yes, as long as these quotations are open and the Sales area and shipping point are the same.

Sometimes there is a chance of automatic delivery split.

**A)2 - YES IT IS VERY MUCH POSSIBLE. COPY THE QUOTATIONS THROUGH ITEM SELECTION OPTION AND COMBINE THE QUOTATIONS IN ONE ORDER.**

**268. What is the purpose of the request number which is generated when u save a customisation?**

**A)** Request # will be in the format of (System ID + K XXXXXX), where sys id is your DEV(development), QAS (Quality) or PRO (Production) clients, letter K followed by a 6 digit number. Each Task in IMG is attached with a Request #. When we need to transport the requests from 1 client to another,

Example: DEV server to QAS server, we 1st need to release lower level requests followed by higher level requests using SE09 / SE10. Only then we will be able to transport that Request id, which is done by Basis Consultants.

Customizing request : For recording changes to Customizing settings and transporting them, if necessary, to other SAP Systems or clients Ex: Dev Server to Quality Server or Production Server

**269. What are the different types of REQUEST NO when we save the configuration/customisation in realization phase of implementation in SAP SD?**

**A)** Four types of request almost used in Business

1. Customizing request
2. Workbench request
3. Transport of copies
4. Relocation

**270. What is the difference between VK11 & VK31 ?**

**A)** T.code vk11 used for individual Maintenance of condition record and  
T.code vk31 used for mass Maintenance of condition record

**271. What is condition supplement and why is it used?**

**A)** A condition supplement is a group of conditions that should be applied every time a certain condition is found. for E.g. If we define a material price, we'll enter condition records for that material and the corresponding price. If we also want to give discount to that material every time the price is determined, we can enter the discount condition type as a condition supplement. So whenever the price is determined for the material, it'll automatically include the discount condition records.

**272. Some materials have been blocked for procurement and production. Even though deletion flag is set for a material/plant level, the order can be still entered ( with a warning message). Is there a way to block such transactions for a material flagged for deletion?**

**A)** Sales Status field in the sales organization view of the material master may be used to block any transaction for the material.

**273. We can define our own exchange rate types and use them instead of the defaulted types,**

**'M', 'B' and 'G'. How can we overwrite default types in SD?**

**A)** Exchange rate gets copied from the customer master record. Exchange rate types are to be maintained for the customer in the sales screen of the customer master record.

**274. The PL00 condition is fine in delivery. But when we try to give the print, either the screen or printer, an error V1032 occurs. Why?**

**A)** In order to use the Packing list PL00 (packing slip in delivery) you must do 'Packing' in the delivery note (edit->packing)

**275. We have to enter a shipping point while creating a delivery. Is it possible to create delivery without shipping points?**

**A)** When you are releasing a sales order, choose Sales document -> Subsequent functions-> Create

delivery, then the shipping point will be brought in from the sales order. In all other scenarios you have to key in the shipping point. The above described scenario will only work if all items on the sales order are to be shipped from the same shipping point.

**276. SAP allows a non-inventory item and an inventory item to be in the same document till delivery but splits at the time of creation of billing document. Can we combine a non-inventory item with an inventory item in one invoice? Can we treat it as a value item in sales order so that it is priced and then make it as a text item in delivery documents so that it appears in the same invoice and does not split?**

**A)1.** Make the non-stock material deliverable, but not pickable. Both items will carry into the delivery, and therefore appear on the same invoice.

**A)2.** Change the copy rule for orders->invoices and deliveries->invoices to specify that invoice combination is permitted. However note that for system to create combined invoices, PO number, payment terms, sales organization, and distribution channel must be identical. Else undesirable combinations may be created by the system.

**277. whether It is impossible to price a material at a material level (MATNR), when a material has a pricing reference (MVKE-PMATN) set up against it, in the master data. Pricing always look for the preference/reference, even if a price is set up against the material and not the pref. How can we price a material on the base of material and preference?**

**A)** The field used to look up the price is defined in Access sequence. You may find a step with PMATN as material number. If you insert a step with MATNR then the system will first look for the material, if not found (use the exclusion tick box) it will look for the pref.

**278. Can we generate a new condition table? Assigned the condition to access sequence. Created a condition record. Access sequence is assigned to the output type. But when we create a billing document, output screen comes up blank for the output type. When we look up Determination Analysis, we get an error "Note 524 Access not made (Initialized Field)". What else is required to be done?**

**A)** Assign output determination procedure to the header of the document and the output type.

**279. How can we set up to have the VAT# be accepted in the Ship-To Party, what are the elements controls the Master File Data Control screen?**

**A) IMG->Financial Accountancy -->Acct Receivable and Acct Payable -->Customer acct --->Master Record- -> Prepare to Create Customer-> Define Acct. Group.**

**280. We want to explode Bill of Material automatically at time of Order entry and explode Equipment BOM in the sales order. What are the setting required?**

**A) Use an item category that is configured for bills of material for having a sales BOM to explode automatically. Standard SAP item categories are:**

**TAQ - TAE (ERLA)** Pricing and inventory control take place at the BOM header level

**TAP - TAN (LUMF)** Pricing and inventory control take place at the BOM item level

**281. How can we make the Customer Group 1 (or 2, 3, 4, 5) a mandatory field?**

**A) Logistic General-> Logistics Basic Data) Business Partners -> Customers -> Control -> Define account groups and field selection for customer. Choose Customer Acct. GR. (double-click). -> Field Status: Sales data (double click) -> sales (double click) .Check the radio button against Customer Gr as REQ. ENTRY. Save the settings to make customer GR entry mandatory.**

**282. Is there any user exit to copy the data into planning table?**

**A) Use user exit **MCP20001** and include **ZXSOPU01**.**

**283. We get a report screen: "Goods issue: Problem Log" during the delivery process when activating Post Goods Issue button. We want to include our own error message to this list if the selected batch is not on a customer defined table. What is the best way?**

**A) Try User exit - **USEREXIT\_SAVE\_DOCUMENT\_PREPARE****

**284. Please explain cut over strategy procedure? Will the system go live 100% at the same time and cut the legacy system or will it be like 20% first day and 50% next day like that?**

**A) Cutover strategy depends upon how the organizations design their data load strategies. Normally, you decide the sequence of Data loads for Configuration settings, Master data, Transaction data which follows whom and then you make a copy of the system as a Production system a day before and after checking the successful data loads, you go-live 100% or partial again depending upon organizational setup and policies.**

**285. Which statements concerning goods issue are true?**

- A Goods issue reduces requirements in materials planning
- B Goods issue posts value changes to the stock account in inventory accounting
- C Goods issue posts value changes to the stock account in asset accounting
- D Goods issue posts value changes to the tax account
- E Goods issue reduces warehouse stocks

**286. Which of the following statements about billing are correct?**

- A. Invoice dates for creating invoices at certain times are maintained in the calendar.
- B. You cannot carry out pricing again during billing.
- C. A transaction-specific requirement, such as "deliveries must be combined in a collective invoice" can be set to control billing.
- D. If there are several payers for one delivery, only one billing document is created for each payer.

**287. How is the schedule line determined? "C"**

- A. Item category and document type
- B. Item category group and strategy group on the material master record
- C. Item category and MRP type on the material master record
- D. MRP Type and shipping point

**288. When processing a billing due list, you have the following options?**

- A. The invoicing run can be started as a simulation run.
- B. For performance reasons, the invoicing run via billing due list processing can only be carried out in batch.
- C. The invoice run can be carried out for delivery-related and order-related billing documents simultaneously.
- D. Order-related billing documents and delivery-related billing documents must always be created separately.

**289. How does the SAP system enable you to check the reason for documents not being combined**

**in a billing document?**

- A. Using the Spilt analysis function in the environment menu of the billing document.
- B. Control of the document flow.
- C. Control of the billing log.

**290. How is the schedule line determined?**

- A. Item category and document type.
- B. Item category group and strategy group on the material master record.

- C. Item category and MRP type on the material master record.
- D. MRP Type and shipping point

## **291. What is the SAP System Landscape Introduction? its Explanation ?**

A. Landscape is like a server system or like a layout of the servers or some may even call it the architecture

of the servers viz. SAP is divided into three different landscape DEV, QAS and PROD.

- DEV would have multiple clients for ex: 190- Sandbox, 100- Golden, 180- Unit Test.
- QAS may again have multiple clients for ex: 300- Integration Test, 700 to 710 Training.
- PROD may have something like a 200 Production.

These names and numbers are the implementer's discretion on how they want it or they have been using in their previous implementations or how is the client's business scenario. Now whatever you do in the Sandbox doesn't affect the other servers or clients. Whenever you think you are satisfied with your configuration and you think you can use it moving forward, you RE-DO it in the golden client (remember, this is a very neat and clean client and you cannot use it for rough usage). As you re-do everything that you had thought was important and usable, you get a transport request pop up upon saving every time. You save it under a transport request and give your description to it. Thus the configuration is transported to the Unit Test client (180 in this example).

You don't run any transaction or even use the SAP Easy Access screen on the 100 (golden) client. This is a configuration only client. Now upon a successful transport by the Basis guy, you have all the configuration in the Testing client, just as it is in the Golden client. The configuration remains in sync between these two clients. But in the Testing client you can not even access SPRO (Display IMG) screen. It's a transaction only client where you perform the unit test. Upon a satisfactory unit test, you move the good configuration to the next SERVER (DEV).

The incorrect or unsatisfactory configuration is corrected in Golden (may again as well be practised in the sandbox prior to Golden) and accordingly transported back to 180 (Unit Test) until the unit test affected by that particular config is satisfactory.

The Golden client remains the 'database' (if you wanna call it that) or you may rather call it the 'ultimate' reference client for all the good, complete and final configuration that is being used in the implementation.

## **292. What is SAP System Landscape Directory and its purpose, Feature and Explanation?**

**A) Purpose:-** A modern computing environment consists of a number of hardware and software components that depend on each other with regard to installation, software updates, and demands on interfaces. The SAP System Landscape Directory (SLD) simplifies the administration of your system landscape.

The SLD is a server application that communicates with a client application by using the Hypertext Transfer Protocol (HTTP). The SLD server contains component information, a landscape description, and a name reservation, which are based on the standard Common Information Model (CIM). The CIM standard is a general schema for describing the elements in a system landscape. This standard is independent of any implementation.

**Features:** The component description provides information about all available SAP software modules. This includes version numbers, current patch level, and dependencies between landscape components. SAP makes this information available to its customers. You can download the current component description from SAP Service Marketplace, which then updates your local component description (see SAP Note 669669). It is also possible to add instances for third-party components to the component description.

The system landscape description represents the exact model of an actual system landscape. Together with the current component description, the system description provides information for various processes (the system administration and implementation, for example).

The example below shows a possible scenario that illustrates how the component and system landscape description functions.

**Example:** On the left-hand side of the following graphic is the master description for all existing SAP software modules. SAP maintains this information. The local component description on the right-hand side (client side) can be updated in accordance with the master description. An installed mySAP.com component is registered in the System Landscape Directory. The component description contains information about the installed components. If, for example, a new Support Package is available for this component, SAP publishes this information using the master description. In this way, the customers receive all the latest information relevant for their system landscape promptly.

## 293. What is the purpose of text determination, account determination, partner determination, output

### determination, storage location determination

**A) Text determination:** For transferring information from material or customer to order/delivery or invoice (and anything in between)

**Account determination:** For transferring financial and costing information to proper financial docs

**Partner determination:** For determine who is is legally responsible for A/r, who the goods are going to and whatever else you waana drive through this functionality.

Output determination: What kinda output does a sales/delivery/billing document create and who gets it, where?. For example A partner might get an EDI notification for a sales order just confirmed, whereas a

financial/ leasing company gets the invoice!

**A) 2. a) Text Determination:** Any Texts in Material Master/Material Determination/Order/Delivery , etc is meant to convey messages to the subsequent documents for compliance. e.g. "Give Top Priority" message mentioned in Order is meant for Production Dept.

**(b) Account Determination:** is integration between Finance and SD. The A/P along with Account Keys need to be allocated accordingly with combination of Account Determination Group for Customer and Material if required.

**(c) Partner Determination:** To identify which type of Partner it is so that if required for same Customer different Partner Functions may be required e.g Only One Sold To Party per Customer. More than One Ship to Party/ Bill to Party/ Payer possible. Accordingly different Masters will have to be created. Useful for dispatch of Material in case of Ship to Party, sending Bill in case of Bill to Party and payment follow-up/Dunning in case of Payer.

**(d) Output Determination:** What type of Output (Fax/Mail, etc) is required, where and in what Format(ABAP Customisation may be required in some cases especially Invoices). (e) Storage Location Determination: depends on Plant, Shipping Point and Storage Conditions

#### **294. What are the five imp fields to be maintained in account determination?**

**A)** Account Determination: Sales View, Sales Organisation, Distribution Channel, Chart of Accounts, Account Assignment Group for Customer and Material and Account Keys.

#### **4. What is meant by transfer of data from legacy code to sap Legacy Code?**

**A)** It should be legacy data to SAP. What it means is you want to transfer all the customer and materials and all other information from Older (legacy system) to new SAP system. You can do it using many tools, most noticeably MDMs.

**A)2:** Before installation of SAP, Data maintained by Company is called Legacy Data. At the time of installation, it is required to transfer Data from Legacy to SAP like Masters (Material/Customer, etc). It can be done in various ways like BDC, LSMW, etc.

#### **295. What do you do really in pricing determination, and what are the main differences between pricing procedures?**

**A)** Pricing is determined by combination of Sales Organisation, Distribution Channel, Division, Customer Pricing Procedure and Document Pricing Procedure.

**A)2.** We determine how the prices are calculated, taking into account sales area(sales org, distribution channel, division), document type and customer(generally sold-to-party). The main differences between pricing procedures would be the differences as we mentioned above, from the point of view of field entries. Coming to the output and the procedure, Suppose the condition types used will be different and hence the following whole procedure. One pricing procedure determination to the others, which data control these differences

#### **295. What type of reports generally a support consultant maintain and report**

**A)** Depends on Customer requirements.

#### **296. What is the purpose of shipping point determination?**

**A)** So that Shipping Point is determined automatically once the settings for the same are done.

**296.2. what is purpose of Access Sequences?**

A) Access Sequences is a Search Strategy. The SAP system will search for a valid condition records with in given condition records

**296.3. What is purpose of Account Groups in SAP R/3? --- T.code : OBD2**

A) The Account groups is a group of Properties which control the creation of master records. Its determines which data-fields are require, and which fields are optional entries, display fields, suppress fields to be filled when creating a customer master records.....

**296.4. what controls the Number Ranges in SAP R/3?**

A) The Number Range controls the Business Transaction Documents.....

**296.5. How do you connect to Client Environment Server?**

A) **Centric Mat Frame** is a tool which connect the client server and **HP server desk** and **Aventail**.

**297. What and which types of copy controls we change?**

A) **Copy Control**: is basically meant so that Data is copied from preceding Document to subsequent one. What subsequent Document is required is to some extent determined by Customer Requirements as well as Document Types. In general case of Standard Order, it will be Copy Control(Order to Delivery)from OR to LF .

**298. where and how to maintain copy controls?**

A) Check for yourself in IMG (Sales Document types and Delivery Document Types)

**299. What is purpose of maintaining common distribution channels and common divisions?**

A) Common Distribution Channel and Common Divison are maintained so that if any master data like customer or material maintained with respect to one distribution channel can be used in other DCh. It prevents the multiplication of master records. E.g. A customer is created for say sales area 1000/20/00 then the same customer can be used in sales area 1000/30/00 if we maintain 20 as common distribution channel. Hence no need for extending the customers...the same for materials also.

**300. What is the difference between the Availability check 01 (Daily requirement) and 02 (Individual Requirement) in material master?**

A) 01 and 02 are the checking group. Availability check is carried out with the help of these checking group and checking rule. Checking group 01 and 02 are maintained on the material master.

01 - Individual requirement -For this system generates transfers the requirement for each order to the

MRP .So that MM can either produce or procure.

02- Collective requirement.-In this all the requirements in a day or in a week are processed at a time.

System stores all req and passes on to the MRP in MRP run.In this system performance is high however you can not do the backorder processing whereas in other you can do. We get a report screen: "Goods issue: Problem Log" during the delivery process when activating Post Goods Issue button.

**301. We want to include our own error message to this list if the selected batch is not on a customer defined table? What is the best way?**

A) Try User exit - USEREXIT\_SAVE\_DOCUMENT\_PREPARE

**302. Some materials have been blocked for procurement and production. Even though deletion flag is set for a material/plant level, the order can be still entered ( with a warning message). Is there a way to block such transactions for a material flagged for deletion?**

A) Sales Status field in the sales organization view of the material master may be used to block any transaction for the material.

1. Which agreement type I should consider, is this customer rebate(0003), material rebate(0002) or Rebate on the basis of sales volume(0005), because here client is not offering rebate on Sales volume in rupees or dollar. He is only concerned with total sales in kilometer(Quantity). As per rebate agreement concern rebate is offered in percentage. If your distributors are fewer (far less than 900 materials) then you should go for only customer rebate.

2. Guide me for conditions types and scale basis for maintaining condition records.

When creating customer rebates (T:VB01) select customer rebate, there you will see a header tab: Conditions , click it add how many customers you want. For each customer you can create scale based conditions (under the heading tab :Scales).

3. Is it necessary to maintain condition record for every material and every customer defining the scale? Because in this scenario client is going for incentives scheme for each material and each customer (distributor). No need to create condition record for every material if you create customer rebate.

### **303. How to create the customer master?**

**A)** The following are the T-codes for central creation of customer master.

XD01	Create Customer (Centrally)
XD02	Change Customer (Centrally)
XD03	Display Customer (Centrally)
XD04	Customer Changes (Centrally)
XD05	Block customer (centrally)
XD06	Mark customer for deletion (centr.)
XD07	Change Customer Account Group
XD99	Customer master mass maintenance
XDN1	Maintain Number Ranges (Customer)

You need to identify various parameters within each Account group based on which the account is identified within the customer master. Customer master is basically divided into 3 tabs.  
- General - General master details, Jurisdiction codes, Region, Transportation zone, export data, etc.  
- Company data - payment terms, account management, reconciliation account, insurance etc.  
- Sales data - Sales product attributes, sales office, sales group, customer pricing procedure, Customer. Statistical grp, - Shipping data, - Billing data, - Partner functions.

You can create a customer based on 3 views:

1. For Account purpose - FD01/FD02/FD03 etc
2. Sales purpose - XD01/XD02/XD03 etc.
3. Centrally - VD01/VD02/VD03 etc.

### **304. What is the Function of item category and item category group?**

**A)** Item Category determines the processing of any Item/material that we enter in a sales order and in this way it also effects the processing of any sales doc in which it is used.

Item Category Group is one of the component which along with the Sales Doc Type, The Item Usage and Higher Level Item Category decide about the Item Category in a sales doc. w

### **305. How can we know whether the customer is one-time or regular?**

**A)** One can maintain Account Group for One-time customers. By which we can identify one-time customers.

### **306. What happens when you do not enter a value for a manual and mandatory condition type?**

**A)** The pricing procedure will reject the conditions in the sales order

**307. Do header condition type have an access sequence?**

**A) No**

**308. Org structure: Relation between Company - Sales org**

**A) One-to-Many**

**309. What are sales area and its components?**

**A) Sales area consists of Sales Organisation, Distribution Channel and Division.**

**310. What are legacy systems?**

**A) The Existing system on which current system is working, from which the current system will be migrated**

**to SAP system**

**311. What are Cumulative Condition Records?**

**A) There is a field:- "condition update" during configuration for a condition type (at v/06)... has it anything to do with cumulative condition Records?**

**312. IF you have 3 different access sequences for one condition record then in a pricing procedure**

**in what hierarchy will you maintain the three accesses?**

**A) In Condition Records (T Code VK11), you would be putting values to corresponding Condition Types.**

Now one Condition Type can be assigned to one access sequence. In Access Sequence, you can assign whichever tables and fields are required. you cannot have one condition record for 3 access sequences.

**313. What happens in the access sequence when you put all the ticks in the exclusive field?**

**A)** When you put tick in exclusive field of all access sequences, in my opinion, it will try to get available data

from the first. Only in case, data is not available, will it move on to the next one.

**314. What is meant by delivery group?**

**A)** Delivery Group is basically grouping all individual deliveries for Billing. It should have the same Ship to Party, Shipping Point, etc.

**315. What triggers the automatic creation of PR or PO in case of third party sales?**

**A)** In item category we can set "automatic PO" so that PO and PR will automatically generate after saving the order. You never change the item category configuration to "automatic PO". It is the schedule line category type which triggers the automatic PR creation.

**316. What are the steps that are required to include sales person as a partner function in the partner determination?**

**A)** Partner function sales representative or person responsible these two we can add through partner function in partner procedure.

**317. What is z transaction?**

**A)** We copied standard TC or object and rename it by Z its basically stnd name which will start from Z (User defined)

**318. Can you create sales order for 40 items if the quotation is sent for 30 items?**

**A)** Yes.

**319. What is the importance of requirement field in access sequence?**

**A)** System will not go to access condition type system will reply through formula.

**320. What makes the immediate delivery in cash sales?**

**A) Order type immediate delivery switch on.**

**312.What is change request and task? What was your task no.? I need an example or a task no. that is being used in your project to clear few things in my mind?**

**A) The Change Request** is that request when you do some thing new in customizing or configuration in the system. The system will automatically pop with the change request pop box , when you can give request name as defined by the system or can give your own request name with heading of what changes you have made while customization. The system will generate a request number and you save it.

(e.g.: VEDK-2785467) VEDK- means the Clients System name then followed by the system generated request number. Now when you want to release the request you have to use the T-code SE10 where you can see the requests under the heading modifiable or released. Go to the modifiable option. Each request will have again an internal request number. First you have to release the internal request and then release the external request number. This will in turn released by the basis guys thru the T-code SM64 in a group when all the requests are pooled from different users.

The task which you have mentioned in your question is nothing but the what task you have performed while customizing the client system and the heading name which have given it for that task and generated a request for that task.

**314. What is your client Number in the project? Like how we have 800 for IDES?**

**A) Generally like IDES client, when you are in the project, the client is also given a number called client number. So while implementing a project The entire implementation is done under phases and in different Client no Servers.**

e.g.:take a company called ABC which is implementing SAP.

So the Client is given a number in the following manner by the SAP Implementers at the site

291- Sand Box server (Initial Testing scenarios Server)  
292- Development Sever (With client data of minimum 15 days transactions)  
294- Testing Server (the scenarios developed in development server is tested here)  
295- Golden Master Server (Quality cum Testing Server) checked finally before transferring to prod server  
296- Production Server (where the clients live data is stored and daily business transactions are done)

**315. How to restrict users for not changing some fields in T-code va02?**

**A) There are two ways to do this:**

- Make a transaction variant thru SHD0 and assign it to your sales doc. While creating the variant you can place non-changeability ticks on specific fields. Next allow those users only to work with your transaction variant but not with the original transaction.
- You could make use of user-exit FORM USEREXIT\_FIELD\_MODIFICATION in include MV45AFZZ (via authorization objects, which you can assign in role customizing). The latter is more flexible but it is not feasible if you want to place restrictions to a large amount of fields. \*--

### **316. How can we delete the Sales Orders?**

**A) You can very well delete sales order using transaction VA02, but with a constraint that no subsequent document is created against it. Invoice can be cancelled using T code VF11 and then you can reverse the Goods Issue using VL09 and making the picking quantity zero in the delivery document and delete the delivery order using VL02N . You can then delete the sales order then.**

### **317. How can invoices be cancelled or deleted?**

**A) You cannot delete an Invoice. You can only cancel it with (VF11) if the relevant accounting document is not been generated. Ask your FI guy to reverse the accounting doc. Only after the accounting doc is reversed and/or deleted, you can cancel your invoice. You also need to check if any TAX documents are generated with your Invoice. You need to reverse/delete those documents also.**

### **318. Some materials have been blocked for procurement and production. Even though deletion flag is set for a material/plant level, the order can be still entered ( with a warning message). Is there a way to block such transactions for a material flagged for deletion?**

**A) Sales Status field in the sales organization view of the material master may be used to block any transaction for the material.**

### **319. We can define our own exchange rate types and use them instead of the defaulted types, 'M', 'B' and 'G'. How can we overwrite default types in SD?**

**A) Exchange rate gets copied from the customer master record. Exchange rate types are to be maintained for the customer in the sales screen of the customer master record.**

### **320. What is ERP?**

**A) ERP stands for “enterprise resource planning”. The definition of enterprise resource planning is an integrated software solution used to manage a company’s resources. ERP systems integrate all business**

management functions, including planning, inventory/materials management, engineering, order processing, manufacturing, purchasing, accounting and finance, human resources, and more.

### **321. Why should we implement an ERP system?**

**A)** ERP software integrates all departments and functions across a company onto a single computer system that can serve all those different departments' particular needs. ERP combines finance, HR, manufacturing and distribution all together into a single, integrated software program that runs off a single database so that the various departments can more easily share information and communicate with each other. This integrated approach can have a tremendous payback provided the software is installed and used correctly.

### **322. What are the benefits of an ERP System?**

**A)** The benefits derived from ERP can far outweigh the costs of the system, providing that the system is selected carefully and is appropriate for your company from a feature, cost, and technology standpoint. Some of the benefits realized are: 1) A single integrated system, 2) Streamlining processes and workflows

3) Reduce redundant data entry and processes, 4) Establish uniform processes that are based on recognized best business practices 5) Information sharing across departments, Improved access to information, Improved workflow and efficiency, Improved customer satisfaction based on improved on-time delivery, increased Quality, shortened delivery times ,Reduced inventory costs resulting from better planning, tracking and forecasting of requirements, Turn collections faster based on better visibility into accounts and fewer billing and/or delivery errors, Decrease in vendor pricing by taking better advantage of Quantity breaks and tracking vendor performance, Track actual costs of activities and perform activity based costing, Provide a consolidated picture of sales, inventory and receivables, An ERP system provides the solid operational backbone manufacturers and distributors need to improve the volume of production and fulfillment of orders while reducing costs. By optimizing your manufacturing and distribution operations with ERP, you'll also be able to focus on new business opportunities.

### **323. Why should I choose Mosaic 21 Applications for my ERP solution?**

**A)** The four main reasons to choose Mosaic 21 Applications are:

Software Functionality - superb user friendly functionality to meet all your business process requirements

Technology platform - ensures the security and integrity of enterprise data while providing the lowest total cost of ownership

- Proven Implementation Control - with the [Mosaic Implementation Methodology](#) (MIM) you are ensured an expeditious and successful implementation
- Industry Knowledge and Expertise - Mosaic's resources have real world experience in the manufacturing and distribution industries
- Mosaic Data Solutions offers the functionality, technology platform, industry knowledge and implementation expertise to help you realize the full benefits of an ERP solution.

**324. what is the purpose of table maintenance,(i think it's for authorization purpose) what is meant by authorization?**

**A)** SM30 is table maintenance, It is used for checking who changed and what changes took place in the table. or Table maintenance is for creating, adding data to an existing table.

**325. What can u do in UTP?**

**A)** UTP: unit test plans in this we test the task by various test case scenarios.

**326. In scripts how to upload logo (it's saved in .bmp file ) i am asking procedure?**

**A)** Example by giving various input values and checking the output Use transaction SE78 to import graphics to SAP. In the form painter, you can either include directly to the form using menu Edit->Graphic->Create or using the INCLUDE statement in a window. To use an INCLUDE statement, goto into the window script editor and use menu Include->Graphic. The include can look like this for a bitmap:  
/: BITMAP MYLOGO OBJECT GRAPHICS ID BMAP TYPE BMON

Or use report RSTXLDPMC

You run the report RSTXLDPMC, give your logo(Saved as .tif file) in the parameter and run the report. Then Go to Se71 and include the image from the text elements. For this you go to the Page windows. Press the text elements button and the include the logo(Which actually has been saved as a TEXT) using Insert->Text-Standard. Choose your LOGO.

**327. Why u can call(r using) *ssf\_function\_module\_name* in smart forms?**

**A)** Calling SMARTFORMS from your ABAP program. Collecting all the table data in your program, and pass once or By using & Quotation ; *ssf\_function\_module\_name* &Quot; the user can obtain the function module generated by the Smart form. The input parameter is the SMARTFORM name the output parameter is the function module generated .It has to be type RS38L\_FNAM. After getting the output parameter . CALL FUNCTION(output parameter name). to SMARTFORMS

**328. what is availability check, how to configure it?**

**A)** When we create a sales order, there are several basic functions which are executed automatically for the dynamic order management . among these basic functions , availability check and transfer of requirements are crucial. The system first prepares schedule line containing the information on the desired delivery date and Quantities , this information is passed to MRP and an availability check and transfer of requirements are executed

First the system carries out backward scheduling and establishes the material availability date = desired delivery date-transit time-loading time-picking & packing time and on this date an availability check is carried out using ATP logic which means available to promise Quantity =total warehouse stock +incoming orders-outgoing along with the availability check the requirements also are transferred to MRP.

the configuration involves following

1. Switching on at schedule line castigatory the availability check and TOR
2. configure the availability check using ATP and using the checking group and Checking rule

**329. What is the difference between ATP check and availability check how these reflect in sales order(which check system considers) what are the IMG settings for the same?**

**A)** ATP Check is checking of available Quantities i.e ATP = Total Warehouse Stock + Planned receipts(Incoming Stock) - Planned Issues (Out going stock)

Availability Check is an integral part of business process it determines the if the desire deliverable Quantity can be met on requested delivery date or not. Then it passes to Material Requirement Planning. Or we can also say.. availability check is nothing but checking of availability of stock which is placed in the order , sys carries out this check through a available to promise (ATP) logic =where house stock +planned receipts (incoming stock)-planned issues (out going stock)

**330. What we normally check for in the Database Testing?**

Database testing involves some indepth knowledge of the given application and reQuires more defined plan of approach to test the data. Key issues include :

- 1) data Integrity
- 2) data validity
- 3) data manipulation and updates.

Tester must be aware of the database design concepts and implementation rules

**331. We get a report screen: & Quotation; Goods issue: Problem Log& Quot; during the delivery process when activating Post Goods Issue button. We want to include our own error message to this list if the selected batch is not on a customer defined table. What is the best way?**

**A) Try User exit - USEREXIT\_SAVE\_DOCUMENT\_PREPARE**

1. What is the purpose of text determination, account determination, partner determination, output determination, storage location determination?
2. What are the five imp fields to be maintained in account determination
3. How to create excise invoice and what is it
4. What is meant by transfer of data from legacy code to sap
5. What do you do really in pricing determination, and what are the main deifferences between one pricing procedure determination to the others, which data control these differences
6. What type of reports generally a support consultant maintain and report
7. What are interfaces used generally an indian organisation which is in retail business and which is in banking business and oil business.
8. What is the purpose of shipping point determination not menu path

9. What and where types of copy controls we change
10. How to and where to maintain copy controls
11. What is purpose of maintaining common distribution channels and common divisions?

### **332. What is purpose of maintaining common distribution channels and common divisions?**

**A)** Common Distribution Channel and Common Division are maintained so that if any master data like customer or material maintained with respect to one distribution channel can be used in other DCh. It prevents the multiplication of master records.

Eg: A customer is created for say sales area 1000/20/00 then the same customer can be used in sales area 1000/30/00 if we maintain 20 as common distribution channel. Hence no need for extending the customers...the same for materials also.

### **333. What do you do really in pricing determination, and what are the main differences between one pricing procedure determination to the others, which data control these differences**

**A)** we determine how the prices are calculated, taking into account sales area(sales org, distribution channel, division), document type and customer(generally sold-to-party).

The main differences between pricing procedures would be the differences as I mentioned above, from the point of view of field entries. Coming to the output and the procedure, I suppose the condition types used will be different and hence the following whole procedure.

### **334. What is the purpose of text determination, account determination, partner determination, output determination, storage location determination?**

**A)** Text determination: For transferring information from material or customer to order/delivery or invoice (and anything in between)

- Account determination: For transferring financial and costing information to proper financial docs

Partner determination: For determining who is legally responsible for A/r, who the goods are going to and whatever else you wanna drive through this functionality.

- Output determination: What kind output does a sales/delivery/billing document create and who gets it, where?. For example A partner might get an EDI notification for a sales order just confirmed, whereas a financial/leasing company gets the invoice!

**335. What is meant by transfer of data from legacy code to sap Legacy Code ?**

**A)** It should be legacy data to SAP. What it means is you want to transfer all the customer and materials and all other information from Older (legacy system) to new SAP system. You can do it using many tools, most noticeably MDMs.

**336. How to create excise invoice and what is it ?**

**A)** As per Indian tax system, Excise duty (16%) is payable by each manufacturing unit on the value of manufactured goods / on the value added. The manufacturing plant is supposed to submit an excise duty report on fortnightly / monthly basis. Various registers (RG1, RG23A, RG23C, PLA) are maintained for that purpose, which record all the transactions including movement of goods, cenvat credit available and cash balance available. In SAP, we use transaction j1id for configuration and j1iin, j2i7, j1i5, j2i5, j2i6, j1ip for creating, extracting and printing excise invoice.

**337. What is the purpose of text determination, account determination, partner determination, output determination, storage location determination?**

**(A)** (a) Text Determination: Any Texts in Material Master/Material Determination/Order/Delivery , etc is meant to convey messages to the subsequent documents for compliance. e.g. "Give Top Priority" message mentioned in Order is meant for Production Dept.

(b) Account Determination: is integration between Finance and SD. The A/P along with Account Keys need to be allocated accordingly with combination of Account Determination Group for Customer and Material if required.

(c) Partner Determination: To identify which type of Partner it is so that if required for same Customer different Partner Functions may be required e.g Only One Sold To Party per Customer. More than One Ship to Party/ Bill to Party/ Payer possible, accordingly different Masters will have to be created. Useful for dispatch of Material in case of Ship to Party, sending Bill in case of Bill to Party and payment follow-up/Dunning in case of Payer.

(d) Output Determination: What type of Output (Fax/Mail, etc) is required, where and in what Format (ABAP Customisation may be required in some cases especially Invoices).

(e) Storage Location Determination: depends on Plant, Shipping Point and Storage Conditions

**338. What is the difference between the Availability check 01 (Daily requirement) and 02 (Individual Requirement) in material master?**

A) 01 and 02 are the checking group. Availability check is carried out with the help of these checking group and checking rule. Checking group 01 and 02 are maintained on the material master.

01 - Individual requirement -For this system generates transfers the requirement for each order to the MRP .So that MM can either produce or procure.

02- Collective requirement.-In this all the requirements in a day or in a week are processed at a time. System stores all requirement and passes on to the MRP in MRP run.In this system performance is high however you can not do the backorder processing whereas in other you can do.

**339. What is purpose of Customer Master Data and Material Master Data?**

A) As goods and services are sold by the Company, for which the organizational data has been maintained, we need to represent this material and service data in our system as well as maintain and present all out

different Sold to a parties and Partners.

A) **Material Master Data** : The material master data is used by the system to represent the data pertinent to the product or service that company selling or producing.

**340. What is purpose of Customer Material Information Records?**

A) Customer material information records is information on a material that applies to a specific customer.

Ex: CMIR would be a customer's description of your material. We can record this customer-specific information for a material in a CMIR. A CMIR is the highest level of data the system copies into the sales order as for as absorbing data relevant to the specific combination of customer and material that we have.

**341. What is purpose of Document master data?**

A) Business transactions are stored in the form of documents. These SD Document are structured in such a way that all the necessary information is stored in a systematic way.

**341.1. Define Sales Organisation and its Purpose?**

A) A Sales Organisation is an organisation unit that sells & distributes products and services, Negotiates terms of sale and it is responsible for these transactions.....

### **341.2. Define Distribution Channel?**

**A)** A Distribution Channel is a channel through which Materials or Services reaches to the Customers. We can allocate one or more distribution channel to sales organisation.....

### **341.3. Define a Division?**

**A)** A Division is a product group that can be defined for a wide-ranging spectrum of products/materials. We can make customer specific agreements for every division such as partial deliveries, pricing & terms of payment. Division is defined in logistic general.....

### **341.4. Define Client in SAP R/3?**

**A)** A Client is a highest hierarchical level in organisation. This can have one or more company codes. Each company code is its own legal entity in Financial Management. Each company code can have several sales organisation .....

### **341.5. What is the ledger A/c for the invoice?**

**A) Customer Dr A/c 100, 00-**

**To Revenues A/c 86, 21**

**To Output tax A/c 13,79**

### **342. What is the purpose of Sales Office in SAP?**

**A)** Geographical aspects of the organisation in business development and sales are defined using the term “sales office”. A sales office is turn assigned to a sales area.

### **343. What is purpose of Sales Group in SAP?**

**A)** The staff of a sales office may be sub-divided into sales groups. Example: The sales groups can be defined for individual divisions.

**345. What is the need of Sales Persons?**

A) individual personnel master records are used to manager data about sales persons. You can assign a sales person to sales groups in personnel master record.

**346. What is the purpose of Sales Districts/ customer Districts?**

A) sales districts also referred to as customer districts, can be geographical areas or regions. They can also function as master data fields that are copied into the header and item data of the sales order.

**347. What is the needs of Quotation in SAP Sales cycle?**

A) The quotation is a sales document type that comes before the sales order and after an inquiry. It is used as a proposed agreement of a price and quantity for a particular material or services for a particular date.

**348. What is the need of Copy controls in SAP system?**

A) Copy Control is used by the system to determine what /which document, item categories and schedule line categories can be copied into each or referenced. This includes all three tiers of data allowed into and from delivery document and or billing documents.

**349. What is the purpose of Item categories in SAP?**

A) The item category is one of the most important key fields in the SAP sales cycle. It controls the sales document and affects the schedule line category. The item category of the sales order affects the delivery and finally impacts the billing process as well.

**350. How is the item categories determined?**

A) Sales document + item category group + Usage + high level item category = item category.

**351. What is the purpose of Schedule line Categories in the SAP?**

A) The schedule line category is used by the system to determine it and them the item is relevant for delivery. Only those items that have schedule lines assigned will have a delivery created for them.

**352. How is the Schedule line category determined?**

A) Item category + MRP Type = Schedule line category.

**352. What is the means of Contracts in SAP?**

A) Numerous business relationship relate to contracts or agreement with customers and the represented business, based upon material, price and quantity over a fixed period of time. They facilitate planning on half of the business and guarantee a fixed – price agreement with the customer.

A) **Quantity Contract:** The quantity contract takes place after the quotation but before an order. They are mainly used to limit the quantity in demand by the customer and to offer special pricing.

A) **Service Contract:** The service contract is an interface and legal agreement between the customer who receive the services from the Company and the company which supplies the service a to end customer

C) **Value Contract:** The Value contract is similar to the quantity contract in that it limits material or services to a customer. However, instead of limiting due to the quantity of stock, the contract and its selling is based upon a total value.

D) **Master Contracts:** A master contacts consists of other contracts that are grouped as lower level contracts. Thus the master contract has the general data that is relevant for all lower contracts over a specified period. Different Contracts are grouped in a master contract to ensure a smooth flow of business transaction.

**353. What is the means of Scheduling Agreements?**

A) Scheduling Agreement are outline agreements that the business has with a customer. They contain delivery dates and quantities to be delivered.

**354. What is the purpose of Condition Technique in SAP System?**

A) The condition Technique is the single largest configuration technique used in the SAP SD module.

The condition technique is used in pricing text determination, output determination and material determination, basically any where you have a condition record. The condition technique is used in SAP to find a choice from among a number of alternatives.

**355. What is the purpose of Material Determination in SAP SD?**

A) Material Determination is a method in SAP SD to determine the which alternatives materials has to be used in the sales order as substitute materials for concerns materials to which there is no stock available.

**356. What is the purpose of Material Listing and Material Exclusion?**

A) Material listing and exclusion is used in sales order to list the products or services for specific customers who may or may not purchase them.

**357. Explain briefly about the Availability Checks?**

A) The availability check is an integral part of the business process. It determines if the desired delivery quantity can be met on the desired delivery date. The availability check takes into account the respective activities that must be carried out before a delivery can take place.

**358. How Shipping Point is Determined?**

A) Shipping Condition + Loading Group + Delivery Plant = Shipping Point Determination.

**359. How Storage/Picking locations is Determine?**

A) Shipping Point + Delivering Plant + Storage conditions = Storage Location.

**360. Define Storage Conditions?**

A) The Storage Condition is a two-character alphanumeric key that is used by the system to indicate the storage conditions for a material. This field is used in combination with the plant and shipping point to determine the storage location.

### **361. How Pricing Procedure is Determined?**

A) Sales Area + Customer Pricing Procedure + Documents Pricing Procedure = Pricing Procedure.

### **362. Define the Route Determination?**

A) Route Determination is automatically proposed for each sales document item in the sales order. It is a process of where by one can assign a specific route with transportation legs using different shipment types and carriers.

### **363. How Route is Determined?**

A) Departure Zone (shipping point Country)

+

Shipping Conditions from Customer

+

Transportation Group

+

Destination Zone (Receiving Country/Zone) + Weight Group

### **364. Explain the Differences in Milestone Billing and Periodic Billing?**

**A) Milestone Billing:** its is a final billing in full at a particular milestone. According to goods sold or services rendered by the business to the customer. Ex. Would be the project milestone, such as when an architect's blue print is finished for which the services is invoiced. Milestone billing an amount distributed between dates until the total value is billed.

**A) Periodic Billings:** Its uses a predefined date proposal that bills the customer at periodic intervals.

Ex. This would be billing for rental of an object. Periodic billing bills a total amount for each date until a predefined end date is reached.

### **365. Define the Rebate Agreements?**

A) Rebate Agreements is an agreement between the business/company and a customer. This agreement takes the form of a special discount paid retroactively to the customer. This discount is based on the sales volume for the customer over a specific time period. The rebate is given only when the customer purchases the required sales volume in certain period.

### **366. Define Condition Supplements?**

A) The Condition Supplement is a group of conditions that should be applied every time a certain condition is found.

#### **366.1. What is the ledger A/c for the invoice?**

**A) Customer Dr A/c 100, 00-**

**To Revenues A/c 86, 21**

**To Output tax A/c 13,79**

#### **366.2. What are ledger entries while excise invoice posted?**

**A.**

**Customer A/c Dr**

**Revenue A/c Cr**

**Excise Duty Payable A/c Cr**

**Sales Tax Payable (local/Central) A/c Cr**

#### **367. What is the need of MRP indicator for Alternative Material in product selection?(Material Determination)—T.code : VB11**

A) The MRP indicator displays the alternative material for which a sub-item can be created in case a requirement can't be met. Material requirements planning use the sub-item to determine the requirement shortage. Note: Only one alternative material can be indicated as relevant for materials planning

**368. How do you connect to Client Environment Server?**

A) **Centric Meta Frame** is a tool which connects the client server and **HP server desk** and **Aventail**.

**369. How is Item Category is Determined?**

**370, How is scheduled line determined?**

**370.1 How is Route is Determined?**

**371.2. How is Pricing Procedure is determined?**

**371. What are the different ERP Application available in the Market?**

**A) SAP, Oracle, People Soft, JD Edwards, BAAN, SIEBEL ect.**

**372. What is the Landscape of your project?**

**373. What is purpose of Customer Statistics Group in CMR Sales Area Data?**

A) This Value of this field will be taken into consideration to update LIS (logistics information System)

**374. Define INCO Terms : A)** International Chamber of Commerce of Terms of Liability for Freight

(Charges) In transit.....

**375. What is the Purpose of Terms of Payment?**

A) We can use the Terms of Payment to Determined the Revenue Accounts, Sales Deductions ect..

**376. How is Route Determined?**

**377. What are the Tax Calculation Procedure?**

**A) TAXINJ: This is Formula based Tax Calculation Procedure**

**TAXINN: This is Condition based Tax Calculation Procedure**

**378. How to maintain credit limit for materials?**

**A) As per my knowledge, SAP credit management is based on Payer. If you need to make the material as a limit then we can make use of material allocation for attaining this.**

**A) Not on the basis of material but credit management can be controlled on the basis of item category. In define item categories we have a credit active tick. So material with a particular item category can be made active or inactive for credit check**

**379. Can we generate a single billing document for more than one delivery?**

**A)** Yes, We can. Standard SAP itself has provided the feature. But this is possible when the payer, payment terms are one and the same for all the deliveries.

**380. In realization what will do?**

**A)** Realization phase in which the system is configured, knowledge transfer occurs ,extensive unit testing is completed, and data mapping and data requirements for migration are defined .The purpose of this phase is to implement the business process requirements based on business blue print. The system configuration methodology is provided in two work packages :baseline(major scope) and final configuration (remaining scope).Other main focal area of this phase are conducting integration tests and drawing up end user documentation .

**381. What is Replenishment lead time?**

**A)** This is the time that the material is ready to available.  $RLT = GR\ time + delivery\ days$

**A)** It is the time taken to produce or bring material from out side. it is based on planned delivery time and in house production time.

**382. What is the use of Material type in regard to SD?**

**A)** The material type, will be used while defining the material master. At that time, in Tcode:MM01, first screen we need to mention, ex: engineering product, finished products, semifinished product, etc, T.code for defining material type is OMS2 OR OMSY OR MMPV. By defining this, the system gives related fields,

**383. While defining the MATERIAL MASTER. what is chapter id?**

**A)** The number given to a material in the schedules of materials published by the Government of India. The schedule lists all materials involved in manufacturing, input material and out put materials alike. It shows how much excise duty is levied on each material. Each material in the schedule is assigned its own identification code, called "Chapter ID". Chapter ID is stored in the control code field. When you enter a material's Chapter ID in the material master, the system copies the Chapter ID to the control code field.

**384. When you create a condition record, the filed name is control code? What is the Function of item category group?**

**A)** The item category group determines how a material is processed in the sales order. It defines, for example, that pricing does not take place for a free of charge item, such as a business gift; or that inventory management is not carried out for a service. When processing sales and distribution documents, the system uses the item category group to determine the item category. The system determines the item category based on the item category group of the material and the current business transaction, and proposes it in the respective document.

**385. When creating the material types non-stock material and services?**

**A)** DIEN is proposed in both cases for the item category group, because the order processing for both material types is identical: for example, pricing is carried out for both, but no availability check.

**386. What is condition supplement and why is it used? What is condition supplement and why is it used?**

**A)** IT IS MEAN ADDITIONAL DATA WHICH WILL CONDUCT THE CONDITION RECORD LIKE IF U WANT THAT THIS CONDITION RECORD SHOULD EXECUTE CERTAIN NUMBER OF ORDERS AFTER THAT IT WILL IN ACTIVE. EX- IF U WANT TO GIVE FIRST 3 ORDER U WANT TO GIVE SPECIAL DISCOUNT. IT IS GIVEN IN CONDITION RECORD(VK11, VK12)> ADDITIONAL DATA IN THAT SCREEN IN BOTTOM U CAN PUT NO OF ORDER SAY 3 AND SAVE IT.

**387. What is difference between cash sale and rush order?**

**A)** Cash sale-- there is no credit check.. and u don't have a output for the invoice, instead u would have a invoice slip generated when u save the sale order Rush Sale-- Credit check is done. Output is done at the invoice

**388. What is transfer order?**

**A)** Transfer order is an internal document to move goods from one place to other with in warehouse

**389. How SAP support to the client to know the customer requirements?**

**A)** Support to client- 1- Through OSS note

2- Implementation method

3- Correction method

**390. Can explain different types of invoice?**

- A) 1) Sale Invoice with respect to sales order
- 2) Supplementary Invoice for Basic Price, freight difference
- 3) Scrap Invoice for Scrap sales
- 4) Deemed Export invoice for sales effected to 100% EOU.
- 5) Depot Sales Invoice related to stock transfer
- 6) Export Invoice

### **391. How the freight charges are calculated in Pricing?**

**A)** The freight charges are condition records and condition type is maintained in pricing procedure. the correct

transaction to create condition records is VK11/VK12/VK13.

### **392. What is business item (in item category)?**

**A)** In item category, Business item specifies whether the business data at the item level is allow to differ from

business data in the document header during the sales document processing. Business data means

Sales data + shipping data + Billing data

### **393. Is it possible to change existing standard item categories?**

**A)** yes itz possible to change the existing item categories. But the next time u may not remember what are the settings are there for that item category. Ex : if u change the item category TAN as a group condition or remove the block of condition update the next time u cant maintain the condition supplements by using that item category.

### **394. How you will release change request in SD module? How often you release them?**

**A)** when you will do any new configuration or customisation and save it the system will give u a pop up u have to give request name and description of change then enter, system will generate your request number, save it and then go to modifiable stage by t-code se10 here u will get an internal request number, then go to release internal request and then external request by using release button.

**A)** IF you save the document we will get one request number go to **SE09 or SE10** we can see our request there are two types of request Customizing request- Functional requests Work bench request- Technical

here in customizing request we should select our request and click on transport button

**395. How can we suppress the fields ie sales office and sales group in VA01 create order initial screen?**

**A)** U can very well achieve this thru Transaction variant in T-code SHD0 with the help of an ABAP's and Assign this Variant in your Sales document type in T-code : VOV8.

**396. If we don't give the horizon period in dynamic credit check what will happen?**

**A)** AS YOU ARE NOT MAINTAINING THE CREDIT HORIZON FOR CHECKING PURPOSE SYSTEM WILL CONSIDER TODAY'S DATE AS DEFAULT.

**A)** It will become Static Credit Check. Simple Credit Check means the Risk category of the customer is not considered. In Static and Dynamic, risk category is considered, only difference between them being that Dynamic has a time horizon, meaning that it does not consider open sales orders and open deliveries intended to be delivered beyond this horizon date for calculating the customer's credit exposure.

**397. how do we control the credit checks with specific to distribution channel and division?**

**A)** This question credit control area always assign to company code only but company code is assign to sales organisation and s org assign to distribution channel and sales organisation is assign to division this is the inter linking among sales area there is no direct assignment for distribution channel and division and sales organisation with credit control area.

**398. What is Back order processing? Explain with one example. How to utilises the confirmed stock of one sales order( not delivered) for another customer.?**

**A)** Suppose Customer - A is a very important customer to the company and it has placed an order for a Material - XYZ. But XYZ is already confirmed to Customer - B, which is a not a premium customer to u. Back order is the process by which u remove the stock from B's order and process A's order which has come later.

The process of using the confirm stock of one customer for another is called the back order processing.

T.Codes to Back order processing: V\_RA

**399. How do we control the credit checks with specific to distribution channel and division?**

**A) Yes we can control the credit checks with the distribution channel and the division by assigning the credit control area with sales area in credit management by using the T.code: **OVFL****

**400. In R/3 u can represent a company? structure by defining and assigning corporate structure element? What is the purpose of doing that?**

**A) To achieve flexibility of complex corporate structure, adapt changes in corporate structure distinguish between logistics views**

**401. Difference between inbound and outbound deliveries?**

**A) Inbound delivery is basically relate to Post goods receipt where u received the goods in your plant.**

**Outbound delivery is relate to Post Goods Issue where u send the goods from your shipping point**

**401.1. What is the ledger A/c for the invoice?**

**A) Customer Dr A/c 100, 00-**

**To Revenues A/c 86, 21**

**To Output tax A/c 13,79**

**401.2. What are ledger entries while excise invoice posted?**

**A.**

**Customer A/c **Dr 1000****

**To Revenue A/c **Cr 900****

**To Excise Duty Payable A/c **Cr 75****

**To Sales Tax Payable (local/Central) A/c **Cr 25****

**402. What is physical year variant?**

**A)** Variants in which the fiscal year is the same as the calendar and has up to four special periods. Variants for shortened fiscal years. For more information on shortened fiscal years, see Defining shortened fiscal years.

Variants for non-calendar fiscal years: - April to March with four special periods

- July to June with four special periods

- October to September with four special periods

Variants that are set up on a weekly basis. These variants can only be used in the Special Purpose Ledger

(FI-SL) Application go for the 0B29 AND CHACK IT

**403. Quotation has been created for product-D, 10 quantities, sales order is created with reference to the quotation, system copies 10 quantities in sales order. How do you restrict in sales order end user should not change quantities, system should not allow for changes by en user?**

**A)** In copy control qt to or VTAA at item level select complete reference

**404. When it unable to delivery goods in VL01N transaction i am getting message like "NO SCHEDULINE DUE FOR DELIVERY UP TO THE SELECTED DATE". i checked all scheduling on item category level and copy controls level but still getting same problem.?**

**A)** You need to check two thing :

1. First go to Sales order (VA02) - Item Data and check schedule line date, suppose the schedule line date is 01-03- 2008.
2. Then again go to Create Delivery (VL01N) and give to the same schedule line date which you had

**405. How cost will flow from delivery(with out reference order) to billing?**

**A)** Cost from delivery will go to Invoice automatically if you maintain the shipment cost pricing. Do you know there is no pricing in delivery? Maintain the shipment costs and calculate the cost(Freight costs). Material costs will transfer automatically to VPRS if the condition type is available in the pricing

**406. Question what is the most critical field in Delivery document (vl01n)?**

**A)** In the shipping point

**407. Apart from the customer master, where else do we maintain the payment terms?**

**A)** sales order, AND Apart from customer masters, payment terms are maintained at SPRO-->Sales and Distribution-->Master Data-->Business Partners-->Customers-->Billing Document-->"Define terms of payment"

**408. Explain the difference between contracts and scheduling agreements?**

**A)** Scheduling Agreement is the agreement between consumer and company having fixed delivery dates and fixed quantity. Contract is the agreement between company and consumer for certain period of time.

**A)** Scheduling agreement has schedule line with date. Whereas contract doesn't have schedule line

**409. Tell me LSMW important step?**

**A)** LSMW - legacy system migration work bench. It is used to migrate the data from non-SAP system to SAP systems. Here mainly 14 important fields are available.

**410. What is Material type control?**

**A)** For example if you select packaging material type, then new fields will appear in sales/general plant view of MMR. For the packaging material

**A)** Material type is control field for material master record Examples: VERP - Packing Materials ,  
DIEN - Services, HAWA - Trading Goods , NLAG - Non Stock Materials

**411. what is the purpose of sales document type?**

**A)** The functions of sales document type are : It can determine, whether the sales doc of that type are blocked or not. It can determine ranges for the sales documents whether a reference doc is mandatory or not whether it should read customer material info record whether the system should run credit checks and how it should respond etc..

**A)** A sales document type fulfills a requirement of a specific business transaction.. for example in a cash sale you would require the delivery to be happening immediately after the order and you would require a invoice slip to be handed over to the customer immediately after his purchase. These things are customized in your Cash sales(CS) document type

**412. Any anybody tell me some examples for gap analysis?**

**A)** GAP analysis is done in Blue Print stage. It aims to understand what can be done with the standard SAP and how the client actually wants a particular scenario to be processed. And to understand the GAP between the actual & required scenarios. For Ex: in standard SAP there will be no Availability check done at Quotation Level. But client requests that Availability check be done at Quotation level also so that that will give him an idea roughly when the delivery could be made (remember that does not transfer requirements). Accordingly his customer can proceed with placing an order or not as per his requirement.

**413. How many types of output can you have in sales? what r they?**

**A)** Output types is used to various forms of output in sap Ex: Inquiry, Quotation, Order confirmation, shipping

document, freight list, Invoices ..Output can sent through a transmission mediums .Ex : printers, fax, telex, e-mails, sap in-box or even to sap. Different output types: Ex: AF00 -INQUIRY

AN00 -QUOTATION

BA00 -ORDER CONFIRMATION

LP00 -SCHEDULING AGREEMENT

MAIL -INTERNAL MESSAGES

RD03 -CASH SALES INVOICE

**414. How many SAP versions you know? And what is difference between them?**

**A)** Different SAP releases : SAP R/3 Release 4.0B Release Date June 1998

SAP R/3 Release 4.5B Release Date March 1999

SAP R/3 Release 4.6B Release Date Dec 1999

SAP R/3 Release 4.6C Release Date April 2001

SAP R/3 Enterprise Release 4.70 Release Date March- Dec 2003

SAP ECC 6.0 ERP Release Year 2005

**414. A)** The above answers are correct if they have versions of SAP R/3. If they as SAP in general then following are the versions:

- 1) Mysap ERP : caters Large scale industries
- 2) SAP All in One : caters medium scale industries with more than 1000 employees or turnover of above 10crores
- 3) SAP Business One : caters for small and medium scale business sectors.

**415. What is the client specific data? Give two examples of client specific data?**

**A)** Client specific data refer to the data that can be accessed only when we log in to that Client

Client specific data : **a)** Business data--Master data of business partners, products, pricing etc

- b) transaction data: Sales orders, delivery, billing documents etc
- c) Customization data: All the IMG activities that are saved with Customizing request number from the client specific data

**416. what is credit horizon date & whats its purpose?**

**A)** Horizon date is used for Dynamic credit check. if you specify horizon date, the system consider all the values

which falls under this date. the system will not take into account if the values fall after the horizon date.

EX: if you specify horizon date 2 months. Then system considers the open values which falls within two months. if the value fall after the two months, the system will not take into account

**417. What is the Function of item category group?**

**A)** The item category group determines how a material is processed in the sales order. It defines, for example, that pricing does not take place for a free of charge item, such as a business gift; or that inventory management is not carried out for a service. When processing sales and distribution

documents, the system uses the item category group to determine the item category. The system determines the item category based on the item category group of the material and the current business transaction, and proposes it in the respective document.

When creating the material types non-stock material and services, DIEN is proposed in both cases for the item category group, because the order processing for both material types is identical: for example,

**418. Explain about SOP (service operating procedure and your role in it?)**

A) it is also called as standard operating procedure, in every company they have a standard rules for their work.

**419. What is condition exclusion?**

A) Condition Exclusion is maintained in the Access Sequence.

A) There is lot of difference between condition exclusion groups and exclusion indicator in Access sequence.

1) Condition exclusion groups contain group of discount condition types from this customer will not receive all discounts but receives one best discount of all.(ov32)

2) Exclusion indicator if set in access sequence if a condition record is found at first level it stop searching further.(v/07)

**420. when i creating the sales order the system show error "No customer master record exist for sold to party". How to rectify it?**

A) There are different possible reasons to give this kind of error.

1. If customer master is not created specific to sales document sales area. Then assign sales area to

Document types in IMG and define common sales org. , distribution channel and divisions.

2. If the customer master is not created to account group sold to party. Then In Partner determination

procedure assign all the partner functions to account group. In the partner functions tab of customer

master all the partner functions will be proposed automatically.

**421. On what tax is calculated on base price or net price?**

**A)** Tax is calculated on the net price.....Net Price is the Gross Price for Discounts

**422. what do u mean by accruals?**

**A)** Amounts that are 'earned' or 'spent' in a period, but for which the cash transactions have not, or will not, take

Place within that period. For example - Rebate Accruals, Freight Revenue, Sales Deductions, Bonus, Taxes.

**423. what is Business Process Re-engineering ? that you have applied in your SAP implementation project?**

**A)** BPR-- in final preparation or configuration stage you can find. after uploading the whole master data this project is ready for work, that means project implementation is almost ready except for supervision in front of client.

**424. What is Condition type? Tell me the main groups?**

**A)** Condition types are used to define how the particular condition is going to perform. condition types are linked to access sequence which in turn are linked to condition tables. Condition types are used wherever we use condition technique. Hence it is used in pricing, material determination, output control etc, some important condition types in pricing are pr00-pricing,kfoo-freight,k007-customerdiscount...

**A)** A condition type is one which describes the purpose of that condition i.e. it represents a real time pricing like price, discount , freight or axes

**425. What is usages in item category determination? How & Where are these maintained? How to assign them?**

**A)** Item category determination enables, the system proposes the corresponding item category for sales document type through item category group. T.code: VOV4 fields in the item category determination:

sales document type item category group item usage higher level item category default item category manual item category

**A)** Usage is used primarily for text items to go with the standard item. For Ex.: Repairs for a material.

Standard Material - TAN

Service-Repair - Text material

#### **426. How is credit control determined?**

**A)** You can assign a credit limit to a group of customers, as well as to an individual customer. If a company has

different branches, you would define the credit limit for just one customer in this group (the head office) and this

customer account then becomes the credit account.

Credit limits are normally specified by credit management staff in the individual customer master records. You can specify individual credit limits for each credit control area. You can expand your credit control for a customer by specifying a central credit limit for all credit control areas to which that customer is assigned. The total of the limits at the level of the credit control area must not exceed the total limit for all credit control areas. The credit limits at the control area level are checked during sales order processing.

#### **427. How system picks up pricing while doing billing?**

**A)** "pricing is done at sales order level. since pricing procedure =Sales Area + Document pricing procedure+ Customer pricing procedure. It is just automatically copied from sales order, delivery.

#### **428. Where we define the customer rebates?**

**A)** 5 activate rebate in the

1 )CMR in billing TAB of sales area data

2 )in Sales organization and in

3 )in Billing doc type

**A)** in xd02 we will put a tick mark in the check box of rebates field in sales area data screen and apart from that we should check in our pricing procedure condition type b002 is there or not.

#### **429. Types of billing?**

**A)** First is PERIODIC BILLING PLAN and second is MILESTONE BILLING PLAN

**A)** 1 order related billing

2 delivery related billing

3 Performa invoice for order

4 preformed invoice for delivery

5 credit memo

6 debit memo

7 cash sale

#### **430. In third party sales, How Business knows that goods are delivered to customer?**

**A)** When You create order with T.code: VA01, you enter both sold to party, ship to party details, moment you enter Third party item details with Item category TAS. Purchase requisition number is generated automatically. go to the Purchase requisition details screen. there you activate Goods receipt check box. once the goods are delivered by vendor to third party you will get information and all related accounts will get updated....

#### **431. What is IDOC's and status?**

**A)** IDOC is a intermediate document to exchange data. Two types of Technologies used for IDOC. ALE & EDI are those tech. ALE used for SAP to SAP & EDI for SAP to non SAP. IDOC's are two type INBOUND(2) & OUT BOUND (1) Take a simple example:- IDOC's is a data container -- BUS

Segment -- SEATS

Data -- Passenger

Port -- BUS DEPO

RFC Connectivity -- National High way

IDOC's has three Layer.

1st- Control record, Which gives the information about the receiver as well as sender information.

2nd- Data records, which holds the Segment as well as data

3rd- Status record. which is generated by system Automatically on reaching every landmark on its journey.

Status Record For outbound IDOC's( 1 to 49), status record for in bound IDOC's is ( 50 to 75) apart from this a lot of configuration are there for IDOC's

**432. Which data is updated when you create a billing document?**

**A)** Once Billing document is created there are few documents are going to be generated and updated.

1. Financial document is going to generated
2. Billing due list updating
3. Credit management updating
4. Controlling Document generation
5. Profit analysis document generated

**A)** 1.Accounting document is created.

2. Status in all relevant sales document is updated.
3. Customer credit management is updated.
4. Accounting document, profit centre document, profitability analysis, special purchase ledger, document

controlling is generated.

5. Sales information system, Billing status, credit account, Document flow is updated.

If we save the document company account or GL account is debited and Customer account is credited.

**433. How we maintain one material at a time for two company codes?**

**A)** i think we can move the goods from one company code to another, with the help of cross company sales.

I am also not so correct about this, please correct this.

**A)** I agree with the above answer.. but for cross company sales after making all the required customisation, you assign the material to the sales organisation of a different company code other than that of the original plant's company code. but u do not maintain the material for two different co. codes as such

**434. what are the user exits? how can we create user exits? What's the purpose of creating user exits?**

**A)** IF ur requirement is not met with standard sap u can add extra functionality by using Exits to full fill the gap

by using an include in the program these all can be done in T.code: SMOD to find exit for including in the program use T.code: SMOD As functional guy ur part is find accurate Exit and tell to technical guy

and final it has to be debugged then functional & technical will both come to one conclusion whether this exit is filling the requirement or not we have different exits 1) screen exit, 2) field exit , function exit

**435. Can anyone explain about Purchase Order & Purchase Requisition?**

**A)** Purchase requisition- For production of material(finished)raw materials are required, but materials are not available in stock, then the production dept. person request the MM manager that material required for production of finished material, that means he simply request him to arrange materials for production of finished materials. Purchase order-When MM manager get the request from production person the can order the material from the vendor, that is he place purchase order.

**A)** Based on Purchase Requisition we create Purchase Order. A purchase requisition provides authorization for the Purchasing Department to initiate a purchasing transaction. The requisition form is available from the Purchasing Department, and contains a complete list of information that is required to complete a purchasing transaction.

A purchase requisition that is prepared without all of the required information will be returned to the staff member for completion, and may delay the ordering and/or delivery of the requested goods or services.

The value of the goods and services will determine the process that the purchasing department will follow to

create a PO. A completed purchase requisition will be reviewed and approved in the Purchasing Department. Once the requisition has been approved, it will be used to create a Purchase Order (PO).

**436. Will it be possible to create the sales order without item category and schedule line & How?**

**A)** you can not create a sales order without item category. but you can create without schedule line category.

Ex: Credit Memos and Debit memos.

**A)** but the item category changes from TAN to TEXT. Also the schedule line category can't be determined for this item.

**437. Where do you specify that a condition type is a discount or a surcharge?**

**A)** in condition classification. v/06. Here we specify whether it is a tax or discount etc. in condition category, we specify whether the condition should be calculated as % or absolute amount.

**438. A company sells his product in two locations, US and Europe. For Europe customers final amount should be in EUR and for US customers final amount should be in USD. Where do you maintain these settings, so that whenever you change USD to EUR or Vice-versa, amount will get converted automatically according to the exchange rate?**

**A)** 1 In the customer master sales area data there is a field for Customer's currency for a sales area. This currency will be used to settle the customer's charges for the given sales organization. Whatever the condition's currency is, it automatically converts it to the customer currency

**439. You can use customizing to control which business transactions should be blocked if the credit limit is exceeded? Which are they?**

**A)** A Business Transaction can be blocked at 3 levels depending up on the "Risk Category "of that particular

customer. Basing on the Risk Category the transaction can be blocked at

1. Sales order level
2. Delivery Level
3. Post goods issue.

if the risk category is high the transaction can be blocked at 'Sales Order".

if the risk category is medium can block "Delivery"

if the risk is low can block "Post Goods Issue"

#### **440. Do we have a separate sales organization for exports if yes why?**

**A)** Majority, it all depends on the existing business structure. How we are maintains books for the domestic and

Export sales

**A)** We can maintain separate Sales Organization for exports , because we should maintain separate customer as well as Pricing master data.

For sales report generation also easy if we maintain separate SO for Exports

#### **441. What is pricing procedure?**

**A)** a pricing procedure is a procedure by where in which you control the execution of condition types in a sequence you would like . It not only executes the condition types but also controls the execution of condition type by the use of requirements, alternative condition value, alternative calculation base value, account key.

#### **442. What is the difference between General Item Category Group and Item Category Group?**

**A.** Item category group determines the behavior of the item whether it is value item , free item etc...and how this

item behaves in sales order.General Item category group determines the category of the item like, trading goods, service goods, finished goods.

**A. General Item category Group** is an extension item category group. Example: if one select item category group as NORM, but under item category group, NORM can further be classified as Service item, packagaing item or Normal item using "general item category group". General item category group is maintained at client level, this field can be maintain from Basic Data View of Material Master. Thus in case item category group is missing, then general item category group is used for item category determination.

Item category group determines how a material is processed in the sales order. When processing sales and distribution documents, the system uses the item category group to determine the item category and proposes it in the respective document. Item category group is defined in the Sales Org View 2 of Material Master Record.

#### **443. How revenue account is determined?**

**A. Revenue a/c is determination:**

1. Application
2. Chart of accounts
3. Sales Org
4. Condition type
5. Account assignment group from customer
6. Account assignment group from material
7. Account key

#### **444. What is the difference between Post Goods Issue & Post Goods Received?**

**A. Post Goods Issue** is Outbound Delivery and **Post Goods Delivery** means Inbound Delivery. PGI and PGR - This also can be between two plants

**A. PGI and PGR** use 2 different movement types. PGI decreases physical stock and PGR increases In SD, PGI uses movement type 601 while PGR uses 561 (w/o ref to PO/Delivery)

#### **445. What is the functionality of Status Profile?**

**A. Status Profile:** I Will explain with one example As per business requirement any approvals required for a

sales order before creating a delivery then we will define the settings in the back ground(SPRO)

i.e first Define status profile and assign this to sales document.(or) next define authorization keys i.e how many approvals and whose approval is required like branch manager then make the settings like where to stop like before

delivery or billing etc in SPRO and assign this to roles and authorizations these things you can observe in sales order header status

#### **446. Incomplete log?**

**A.** incompleteness logs that can be maintained to highlight missing data in sales and delivery documents as well as

sales activities and partner functions the incompleteness logs is controlled by the status group status group it check the incompleteness of the data for each transaction of the document.

#### **447. What is the link/control between sales and distribution and quality?**

**A. Sales & distribution** and the quality that is the company is give the good service and the reasonable but rates that way the company give

#### **448. How can we suppress the fields ie sales office and sales group in VA01 create order initial screen?**

**A. Seeing T.Code OBD2 WE SUPPRESS THE FIELDS WHERE EVER WE WANT**

#### **449. In automatic credit contrl we maintain the horizon period in months. but my client wants to maintain in days!!!! where can i change the requirement?**

**A.** In the same screen just before maintaining of months there is a option of months, days , years so from there you select days instead of months. **A.** use Transaction code: OM01 and select info type sO66, to change horizon period for dynamic check to day, week or month.

#### **450. what happens if we check 'exclusive' indication in access sequence, and what happens if we do not check?**

**A.** It Controls whether the system stops searching for a record after the first successful access for a condition type within an access sequence. If you don't check it, even if it finds a record with the first search it checks the remaining access. It is better to use this indicator in view of fine tuning of the condition technique.

**A.** Exclusive indicator Controls whether the system stops searching for a record after the first successful access

for a condition type within an access sequence. If it is not flagged then the system carries out all the access and proposes all condition records in the item condition but active only last access.

#### **451. Item category group? where do you maintain it?**

**A.** we will maintain item category group in material master record in sales organization 2 view ( am not sure

1 or 2 view ) this item category is used in item category determination (Item category = Item category group + sales document type + item category usage + higher level item category) based on the material type

**A.** item category group defines nature of material Ex: for standard material item category group is Norm for Bom material item category group is ERLA/LUMF for Third party material item category group is BANS for Packaging material item category group is VERP

#### **452. What is your role in implementation project?**

**A.** Understanding the business scenario, preparing of documentation, end user training, making config and

customizations, completing the tasks as per the project requirements.

#### **453. In third party how sales order changes to purchase req. automatically?**

**A.** In Third party sales, By the Item category-TAS sys will automatically generate Purchase request as you know ,Based on Item cat + MRP type= schedule in third party sales ,if it's TAS item cat, then the schedule line cat will be CS check the details of CS schedule line cat, There you will find Purchase req will be

marked. and u can observe the other fields like Order type = ND. Item cat-1(third party) account assignment group also

**454. Difference between plant and storage location?**

**A.** A plant is a manufacturing unit and it is a place where materials have to be kept. Storage location is a place in plant, where materials has to be stored.

**A.** A plant is place where Production/assembling of material is done as per PP-module, place where Storage/purchasing of material done as per MM-module and for sales plant is place where sales are service is provided. - Storage Location is a place allotted inside a plant for the purpose of maintain the stock. The same considered for all modules (PP, SD, & MM)

**455. what is ticketing tool? what is SODA?**

**A.** Ticket tool means which software ur using for handling the ticket. generally, RADIX and REMEDY tools using for handling the ticket.

**456. From where system picks VAT registration number?**

**A.** Customer master Tax Zone 2 in control data sheet.

**457. How do you calculate net price on MRP based?**

**A.** It will be better if you ask your question more detailed.

**458. when i creating a sales order for BOM configuration's product, the system showing net amount is zero. what are the settings is necessary to get the net amount?**

**A.** A BOM consists of two portions:

a) Header or Main Item level processing: In this case we consider pricing for the BOM as a whole in the main item

level; the sub items feature as text items and so needs to be configured as price irrelevant

b) Sub-item level processing: The sub items are to be considered for pricing and not the main item; accumulated

pricing will provide the net amount for the BOM

**459. In an interview question i.e A customer has 2 materials one is third party mat(TAS),Second one is normal mat(TAN)..These both items entered in one sales order and his requirement is he wanted in single invoice with out splitting? How can we do this?**

A. yes, if the header conditions of both the materials are same like delivery date, terms of payment, ship to party etc we can create single invoice for both the products.

A. Also to add to the above answers.. If in the third party process the delivery is made by the third party u would not

have the delivery for that particular material.. So you would create an invoice referring to the order rather than a

delivery.. so the order related billing type and delivery related billing type should also be the same in your document

type customisation, if this is the scenario

**460. What will you do in blue print stage?**

A. Business Blue print is a detailed documentation of the requirements gathered from client. it represents the

business process requirements of the company. It is an agreed statement of how the company intends to run its

business within SAP system.

A. In this stage the following things will be done

1. Business process walk through
2. Determining freeze organization Structure
3. Prepare and Review Business Blue Print
4. Sign off blue Print

## 5. Setup Development Environment

### **461. What is Replenishment lead time?**

**A.** This is the time that the material is ready to available. RLT = GR time + delivery days

**A.** it is the time taken to produce or bring material from out side. it is based on planned delivery time and in house

Production time

### **462. How is step and counter differentiated?**

**A.** Step Number is used to specify the sequential order for condition types. Counter is used when two or more Condition Types required the same Step Number. Ex : Step No. Counter Condition Type

10 5 KOFI

10 10 KOKF

**A.** step is sequential order of a condition type. counter is nothing but sub sequential number of a condition type.

### **463. How we do the PS to Order?**

**A. PS** means project system for your question when project is on your hand for this purpose we create billing plan it may be 1-milestone billing or 2- periodic billing this kind of things we can customize in your sales order on your header and item level.

### **464. Is it possible to save incomplete document?**

**A.** yes incomplete document can be saved when u assign in sales document the tick is there where u cannot proceed in sales doc if u have left the field then it will show incomplete now if u remove the tick in sales document then the document can be saved

### **465. how to transfer number ranges?**

**A.** No, number ranges cannot be transported from one client to another client. It should be created and assigned in the same client. For example, if you want to maintain some number ranges for sales documents, you should create in production client itself using T.Code: VN01.

**466. In which phase you transfer data into SAP R/3?**

**A.** Transfer of data into SAP is normally done by data migration or LSMW. When few data already exist in non SAP components or legacy system and you require those data to be there in SAP R/3 you transfer those data into SAP R/3.

For Eg: Say a company wants to move to SAP R/3 from their ERP software which they are currently using and still they have few open SO's and if the company wants the remaining process of these open SO's in SAP R/3. these sales orders are migrated into SAP R/3 system.

**467. ENHANCEMENTS CARRIED OUT FOR NEW PRICING CONDITION TYPE TO LEVERANGE SURCHARGE FOR MINIUM ORDER VALUE FOR THE METERIAL OR MONIUM ORDER VALUE OF THE ORDER HOW CAN U SOLVE THIS?**

**A.** You should define the minimum prices using the condition type PMIN. PMIN would be defined in the pricing procedure and condition value formula '15' would be assigned in the Alt calc type column in the pricing procedure against the pricing condition type. Using the formula, the system compares the minimum price with the net price calculated to that point in the pricing procedure. If the minimum price is not met, the system computes the necessary surcharge and assigns it to the PMIN condition line as per the calculation logic in the routine used. this is used to

control min order value for the material.

**468. In a sales order there are 10 line items and the customer wants to cancel 1 item? how u do that?**

**A.** First check if the delivery is created for the specific Item, if it is then you cannot simply go ahead and delete

the line item in Sales order. In case if the delivery for the item is not created and the item was asked by the customer however he/she wants to cancel it, you may block the item for further process in sales order or you may simply delete the same from the order.

**469. If we have three sales areas & single customer and How to extend one customer to three sales areas?**

**A.** You can do through by Common distribution channel and common division in IMG. Through this process you can share one master data (Customer/Material) and condition to many sales are

**470. What is MRP types?**

**A.** MRP type is concept of planning for the demand, whether we need the material

- to be planned internally

- to be procured externally
- to be planned in externally system (ex APO)
- No planning
- time based planning

**471. what is the access sequence for header conditions?**

- A. There is no access sequence for header conditions coz we enter all the header conditions manually
- A. Header condition types are for whole document. Hence they do not have access sequence. They are given manually when processing S.O

**472. What is the client specific data? Give two examples of client specific data?**

- A. The data in client-specific tables are valid only in the client that was accessed during the logon process

**473. Which data is updated when you create a billing document?**

- A. When we save Billing Document, the account document is created in FI. GL account of Customer will be Debited and income from sales is credited.

- A. When invoice is created, it will update revenue accounts, amount to be received, stock requirement, status records in previous documents

**474. when this project go live?**

- A. Once configuration over in development system and testing over in quality after that data is transferred through

transport by the basis system to production (that is go live) where the end user uses it

**475. What are the different of Billing Document Types?**

- **F1 = Standard Invoice**
- **F2 = Standard Invoice**
- **F5 = Proforma invoice for sales order**
- **F8 = Proforma invoice for delivery**
- **G2 = Credit Memo**
- **L2 = Debit Memo**
- **RE = Credit for Returns**

- **S1 = Cancellation invoice**
- **S2 = Cancellation credit memo**
- **IV = Intercompany Billing**

**476. what are different types of Rebate Agreement?**

- A. 1. 0001 = Group Rebate**
- 2. 0002 = Material Rebate**
- 3. 0003 = Customer Rebate**
- 4. 0004 =Hierarchy Rebate**
- 5. 0005 =Independent of Sales Volume**

**477. what are the different types of Tickets Priority?**

- A. => Critical Tickets = Priority 1**
- => High Priority = Priority 2**
- => Medium Priority = Priority 3**
- => Low priority = Priority 4**

**478. What are the different types of Ticket Management Software's?**

- A. Clarify**
- Remedy**
- Peregrine –IBM**
- Service center Etc**

**479. what is your Project landscape?**

**480. What are the different types of SAP Projects is available?**

- Supporting
- Implementation
- Up gradation
- Maintenance > Roll Outs etc

**481. what are ledger entries while excise invoice posted?**

**A.**

**Customer A/c Dr 1000**

**To Revenue A/c Cr 900**

**To Excise Duty Payable A/c Cr 75**

**To Sales Tax Payable (local/Central) A/c Cr 25**

**482. In sales order how system does picks up plant?**

**A. System looks in the fashion 1) Customer material Info Record**

**2) Customer master record**

3) Material Master Record

**483. What is Extract used in condition tech. in pricing?**

A. In pricing the condition technique refuges to the method by which the system determine prices from information stored in condition records in sales and distribution's During sales document processing the system uses the condition technique to determine a variety of important prices information

**484. What happens if inspection lot is rejected?**

A. Normally Inspection lot is carried out before PGI. If the material is rejected during inspection then PGI is not done and hence you cannot deliver the faulty goods to the customer.

**485. What is the useful for CIN? How can you differentiate with CIN and tax procedure? what is the difference between sap r/3 and sap all in one?**

A. CIN - Country India related to taxation of country , we have excise duty, sales tax etc ,

Tax procedure - it is FI consultant will dealt with that Tax procedure are two one is TAXINN and TAXinj  
Taxinn is

condition based whereas TAXINN is formula based both this will have similar condition like Excise duty,sales tax etc once one procedure is assigned then it should be changed ,system will accept Sap R/3 is for larger companies whereas sap all in one is for smaller firm cost effective one

**486. Can you explain about actual GI (goods issue) date and planned GI date? Can actual GI date differ from planned GI date?**

A. I believe the actual GI date can differ from Planned GI date, See u plan to make a GI on one date and the process gets delayed due to sudden deficiency of the material as some might be identified as defective at the last minute., the organisation would like to have a watch on this that's why we give two different dates..

**487. What's the differences between SALES AREA & BUSINESS AREA??**

A. sales area is a combination of

I) Sales organization: An organizational unit that sells and distributes products, negotiates terms of sale, and is responsible for these transactions.

II) Distribution channel: Channel through which salable materials or services reach customers. Typical distribution channels include wholesale, retail and direct sales. You can assign a distribution channel to one or more sales organizations.

III) Division: Product groups can be defined for a wide-ranging spectrum of products. For every division you can

make customer-specific agreements on, for example, partial deliveries, pricing and terms of payment. Within a division you can carry out statistical analyses or set up separate marketing.

**Business Area.** The system posts costs and revenue according to the business area. The business area can be equivalent to the:

- i. Sales area (if the accounts are to be posted according to sales)
- ii. Plant/division (if the accounts are to be posted according to products)

**488. What is the relevance of vendor Tab in customer master and in which scenario you will use this tab?**

**A.** A customer can also be a vendor and a vendor a customer. Vendor tab in customer master data is used to make this link, it is used for Intercompany flows, for returns processing...

**489. What do you mean by condition index, how you configured in you project?**

**A.** Condition index means keep the all condition records whatever you maintained for particular condition type.

if you want process this you should be active index in condition type

**490. How cost will flow from delivery (with out reference order) to billing?**

**A.** cost from delivery will go to Invoice automatically if you maintain the shipment cost pricing. Do you know there is no pricing in delivery? Maintain the shipment costs and calculate the cost(Freight costs). Material costs will

transfer automatically to VPRS if the condition type is available in the pricing

**491. what are called CMM level 5 companies?**

**A. CMM - Capability Maturity Model** The Capability Maturity Model (CMM) in software engineering

is a model of the maturity of the capability of certain business processes. A maturity model can be described as a

structured collection of elements that describe certain aspects of maturity in an organization, and aids in the

definition and understanding of an organization's processes. The CMM has been superseded by the Capability

Maturity Model Integration (CMMI)

**492. what is the difference between condition type EK01 (costs), PR00( basis price) and PBOO( gross price).can we apply all the three condition type in single sales order?**

**A. Ek01-** this is condition for material actual cost that means after product costing what is the price of material (production cost)

Pr00 - this ek01 price+ sales expanses+ profit

PB00- best price of the mat including all type of discount

**493. Where do you maintain factory calendar?**

**A. IMG->SALES AND DISTRIBUTION -> MASTER DATA -> BUSINESS PARTNER -> CUSTOMER -> SHIPPING -> DEFINE CALENDERS.**

**A. factory calendar is maintain in plant factory calendar is used to fix up the working dates and holidays.**

**494. How can we process out bound delivery without shipping point?**

**A. In third party we r not at all doing delivery, vendor will directly deliver goods to the end customer**

2.In rush order also shipping point is required here in this process system will automatically finds shipping point by the shipping point det by the shipping conditions in vov8 of RO /BV here in sales order ur giving plant right then system check possible shipping point as it is determine automatically by using a det check in t.code {ovl2}

So finally i want to conclude is that for any delivery Shipping point plays key role weathered it it inbound delivery or out bound delivery so shipping point is must to process a delivery

**495. What is header condition type and in sales order how header condition type gets its value? Do we maintain access sequence for header condition types?**

**A.** Header condition is one which is applied across all the items in the sales document. The header conditions are not assigned to any access sequence.

**A.** Header condition types applies to all the conditions in the sales order and header conditions does not have the access sequence

**496. In system landscape where the sand box and golden box exists?**

**A.** The normal system landscape would be Development-Quality-Production. Here Sand Box system is nothing but the duplication of the client environment to do whatever we want to

Configure, integrate and test the transaction.

**497. Where is the GOLD BOX is the system with the Finalized Configuration settings to transport to development and quality systems to do further testing? Here in gold box no other information will be there other than the exact configuration settings.**

**A.** I can not tell exactly in which system landscape these two fall into.

**498. What is solution manager?**

**A.** The SAP Solution Manager is a platform which provides integrated support of the life-cycle of a business

solution, from the Business Blueprint via configuration to production operation. The SAP Solution Manager provides central access to tools, methods and preconfigured contents, which you can use during the evaluation and implementation, as well as in operation processing of your systems.

**499. I would like to know pricing SD Tickets? Can we do pricing without using condition technique?**

**A.** Even pricing is an element of condition technique to do pricing we need to follow the elements of condition technique they are condition tables, condition types, access sequence and then pricing.

**A. I would like to know pricing SD Tickets? 2. Can we do pricing without doing condition techniques?**

**A. First I will give an example of pricing SD ticket : Ex: I have two characteristics with same characteristics values .how can I configure price for each characteristic value with 10 and I need different prices for both.**

**solution: The inclusion of t-code cu60 and cu61 for maintaining variant table .In cu61 you create a variant table where you assign a pricing key to a combination of characteristic values .Then this pricing key is used in the condition record to define price .In this solution you would not have to maintain object dependency for each characteristic value as against your solutions .Object dependency is maintained against each configurable material, No we can not do pricing without doing condition technique**

**500. Can you explain about actual GI (goods issue) date and planned GI date? Can actual GI date differ from planned GI date?**

**A. I believe the actual GI date can differ from Planned GI date, See you plan to make a GI on one date and the process gets delayed due to sudden deficiency of the material as some might be identified as defective at the last minute, the organization would like to have a watch on this that's why we give two different dates.**

**A. GI is mainly depended and linked to the schedule line category. When customer raises an order for some goods on some date as an requested delivery date the system performs the availability check for the ordered goods depending up on some important factors such as checking rule, checking group, requirement type of the customer. After checking this whole process the system determines a date which can be different to that of the actual delivery date and this date can be termed as the confirmed quantity date. So, my conclusion is that the actual (confirm) date can differ to that of the planned(requested) date.**

**501. Can any body help me regarding the following error occurring at the time of creating delivery? Copying is not posted. because an entry is missing in Table TVCPL: ZNWW ZRLF Copying is not posted. because an entry is missing in Table TVCPL: ZRLF ZNWW PWAN. I have created my own item category PWAN, as well as sales document type ZNWW, and delivery type ZRWW....and also define the delivery item category determination....for delivery type ZRWW....but it is still asking for ZRLF delivery type.....?**

**A.** I think u haven't made copy control between sales doc type to delivery doc type....If u created ur Salesdoc ,or

Item category or anything...just copy the existing one and make a changes u want...if u do like this copy control also automatically copied related to the doc...So pls check ...Hope its useful

**A.** Copy control required in between OR to LF doc type which u have created then also go for the item category determination.

### **502. What is pricing procedure?**

**A.** A pricing procedure is a procedure by which you control the execution of condition types in a sequence you would like . It not only executes the condition types but also controls the execution of condition type by the use of requirements, alternative condition value. Alternative condition base value, account key.

### **503. Explain me about dunning procedure?**

**A.** Please go Through The Link :- <http://134.198.33.115/sap/dunning.htm> (or)

**A.** Sometimes the business partner may fall behind payments due to many reasons. Then u can send them a payment reminder or a dunning notice to remind them about the outstanding amount. Settings :

1. Define different types of dunning procedure in the system.

2 .Only those customer that have a dunning procedure defined in their customer master record are included in

the dunning run .

3. This dunning procedure are maintained at client level .also we can set and maintain forms individually for

each company code .

4. u have to set up dunning levels.

5. A payment deadline should be specified which is copied to the dunning text.

6. Once the balance of a dunning level exceeds the minimum amount ,the corresponding dunning level is

triggered and the customer is dunned.

**504. what is the difference among sales deal promotion price, price agreement?**

A. Sales deal promotion price means for a specific product for a period of time there will be some sales promotion where the price will be less than MRP. Price agreement means an agreement between customer and

vendor for a specific product or wide range of product with a specific price mentioned in their agreement.

**505. An order item with different shipping point copied into the sales deliveries?**

A. For a delivery document the following are always unique:

Shipping Point, Route & Ship to Party, Hence, if the order items don't have same Shipping Point then you cannot combine them in one single delivery in other words delivery split will happen.

**506. When I am saving customer master (internal number range), system generating number range like**

**5000211,500216 and 500221 instead of giving 500211,500212 and 500213.why system generating like this?**

A. This can't happen like this if you have proper number range defined in t-code [xdn1] and again there is no possibility that some rule telling check in vov8 as it is only the item increment /sub item increment for line item in sales order used for sub items no in BOM and coming to no ranges only you have an action only whether it is internal / external assignment only

**507. What should be the value set for Lead Time in Sales Document Type while configuring the system?**

A. Lead time are the no. of days that is used to default the requested delivery date field in a document type.

For eg: in cash sales or rush order the lead time maintained is zero, as the delivery has to be done immediately. So requested delivery date normally becomes the current date. If you leave it blank, then the requested delivery

date has to be keyed in manually. so the requested delivery date is calculated by current date + lead time in days mentioned in the doc type

A. As answered above that lead time in sales document type is meant for the required production time, the value is set based on the client's specific. It's not all about defaulting requested delivery date in sales order. That has got nothing to do with **Requested** delivery date.

**508. What is business change and impact? it is a step in project realization stage ? if am wrong, please correct ?**

**A.** Business change is a modification or an alteration to one or more existing business processes/systems.

The impact is the result of this change which accommodates dynamics of business environment.

**509. what do u mean by accruals?**

**A.** Amounts that are 'earned' or 'spent' in a period, but for which the cash transactions have not, or will not, take

place within that period. For example - Rebate Accruals, Freight Revenue, Sales Deductions, Bonus, Taxes.

**A.** as per the rebate agreement, customer will be credited for every transaction he does with the company. this amount will be posted to his account. & company will issue the credit note for the customer on completion of agreement date. if a customer wants to take out some amount from his rebated amount in the company, he can take even though agreement date is not completed. at that time company issues credit memo for the customer from his accumulated rebate amount. sap uses sales order type R4, billing type B4. for issuing credit memo, use sales order type G2.

**510. What are the delivery possibilities, When there is not enough stock available?**

**A.** when there is not enough stock for delivery, we need to first check if customer accepts partial delivery for this

item, if yes, then we can deliver the part quantity. If customer does not accept partial quantity then backorder

processing occurs for a new material availability date.

**511. What is the use of pricing date in condition type?**

**A.** Pricing date is the date in which the condition records are accessed. For eg: lets say you have the price of the

material as 1000Rs till Mar 2008 as per the validity period of condition record and from April the same price of the material is 2000Rs as per the validity period of the condition record. Now your pricing date in the Sales doc

determines as which price should be taken into account.

**512. what is the RAID**

**A. RAID (redundant array of inexpensive disk)** is a technology through which we can use the multiple hard disk in a single system. in case one hard disk is crash then to another hard disk recover the data

**513. What is the use of column CONDITION TYPE in Pricing procedure determination Like sales area + customer pricing procedure + Document pricing procedure + Pricing procedure + CONDITION TYPE,**

**without maintain condition type system get pricing procedure in sales order then what is the use of this column?**

**A.** To be more clear the condition type entered along with the pricing procedure determination would become a column in the line item of the sale order. so instead of going into the item data conditions screen and entering the value , you can straight away enter it in the line item

**514. Can anyone please explain GAP analysis with example ? I know theoretically the meaning of GAP analysis. I would like to know some real time examples of GAP analysis. Please help?**

**A.** Hi this is Anil Naidu during Business Blue print first we will prepare Question and a Data Base(qadb) . After

that some of our team members will take QADB and go to client place and they will get the information from the

client and send to the base station. In Base station they will check with the standards. If the company requirements doesn't meet standards we will call as gap analysis

**515. Can you explain about Higher-level item category and item usage?**

**A.** When a existing line item is referring to another line item, the item category of the referred line item is called as

Higher level item category. For eg: Free goods-- You give 1 tv free for 10 tvs 10 tvs in one line item is referred by 1 tv in another line item to say it is free for the 10 tvs. here the item category of 10 tvs is the higher level item

category. Also this is used in cases like Bill Of Material ( BOM)

Usage: This is another component which is used to determine the item category.

Usage can be-- FREE, TEXT, SERVICE etc etc.. for eg: In standard SAP when you type some thing in the description of the line item and even though you enter no other detail it fetches the item category TATX

this is because it assumes the line item usage to be text. So DOC type + TEXT==> TATX

**A. Higher Level Item Category reference's to Free Items, Bill of Materials and Service Items.**

Eg: Item Category Determination of Free Goods (i.e. TANN)

Sales Document Type (OR)

+

Item Category Group (NORM)

+

Item Usage (FREE)

+

Higher Level Item Category (TAN)

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Item Category of Free Goods (TANN)

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**516. In one sales order there are two material can maintain two different pricing procedure for these materials?**

**A. You cannot maintain different pricing procedure Since you Assign A Pricing Procedure to a combination of**

Sales area document Pricing Procedure and Customer Pricing Procedure

**517. What are the functions performed in a support client?**

**A.** The main function is resolving the day to day issues sent by the client. some times enhancements also.

**518. What is the toughest Ticket u have solved recently? Many Interviews this Question is asking pls anybody tell me how to A. this Question? Pls give an example?**

**A.** This question is asked to check if the candidate has really worked on the support project or he is just faking. If you have worked on support projects you should know what ticket means

**A.** You can yourself give example of a recent issue and tell them that this was the toughest one. Pick one severity one ticket and tell it with solution. Ex:- An order is getting locked instead of all the configuration set right. What may be the problem? Ans: It may be anything. tell them an example from incompleteness log or Sales document customisation. You can get some interesting tickets from IT-Toolbox.com

**519. Is it possible to release change request, without releasing task?**

**A.** No, it is not possible. We have to release the task first, then release the change request.

**520. How do we configure configurable material and what are the important fields to be filled?**

**A.** To create a configurable material u should take the material type as configurable material. and in the basic

data1 tab page u should mention that the material is relevant for configurable. u may check this in basicdata2

tab page. there u find material is configurable.

**A.** To create a configurable material use T code MM01 , and enter Material type KMAT(configurable material), Item category 0002.

**A.** Configuration points are:

1) Material type should be KMAT

- 2) Class type in material master classification view should be 300
- 3) Item category group in material master sales org 2 view should be "0002" or "0004"
- 4) MRP Type in material master MRP 1 view should be PD
- 5) Availability check in material master MRP 3 view should be 02 (Individual requirements)
- 6) Strategy group in material master MRP 3 view should be 25
- 7) Individual/coll in material master MRP 4 view should be 2 (collective requirements only)

#### **521. How to maintain credit limit for materials?**

**A.** As per my knowledge, SAP credit management is based on Payer. If you need to make the material as a limit then we can make use of material allocation for attaining this.

**A.** Not on the basis of material but credit management can be controlled on the basis of item category. In define item categories we have a credit active tick. So material with a particular item category can be made active or inactive for credit check

#### **523. what is the difference between centralized credit management and decentralized credit management**

**A.** Credit control area is an organizational unit which is responsible for maintaining credit limits for the customers.

Company codes are assigned to CCA. If u have only one CCA maintained for more than one Company code i.e. called centralized CCA, where as if u maintain individual CCAs to each company code that is called decentralized CCA In decentralized CCA s, u assign one company code assigned to exactly one CCA.

#### **524. If i want to configure the partner determinations for sales manager and general manager if the sales manager is business partner in sales order he should only give 5% discount and general manager should can give 10% discount how could i configure this?**

**A.** This can be done by HR help of partner determination where he will configure say 2 sales employee 1 who give 5% discount and other 10% then he will go to field cat log and create table a of 2 sales employee who give discount and create condition. then we will assign it with our partner determination of our sales order. then create

**525. What does the movement type control?**

**A. Movement types control goods movement from one place to other place**

**526. how the customer required delivery date determined? or delivery date determined?**

**A. It is determined by the customisation u give in ur order type for eg: if proposed delivery date is ticked in ur order type nad lead time is 7 days , then ur requested delivery date is current date + 7 working days.**

**A. Delivery Date is determined by Backward Scheduling. If the date determined so, we cannot accommodate the lead time, transport arrangement time, etc. Forward scheduling takes place and new delivery date is determined**

**A. Delivery date:- the date on which customer receives goods. Requested delivery date:- the date on which customer wishes to have his goods. Confirmed delivery date:- the date on which the arrival of goods can be confirmed.**

Now, for backward scheduling the customer requested delivery date is used to calculate the material availability date and transportation lead time. the delivery must be created on the earliest of the two dates. If both dates are after the order date and material is available on the material availability date, the customers requested delivery date can be confirmed, If both dates are before the order date , confirmation of the requested delivery date can not take place. Therefore, the system attempts to determine the next earliest possible delivery date through forward scheduling.

**527. what is client requirement in scheduling category?**

**A. The basic requirement of client is confirmation of delivery date which is scheduled thru mrp and item category of the material that will be delivered to the customer.**

**528. What are the routines and how u have created?**

**A. Its a programmed written by Abapers to perform special task as assigned by functional people. For example In SD Pricing procedure V/08, three routines are defined as Alternative Condition Base Value, Alternative Calculation condition Type and Requirement.**

**529. Explain the difference between SAP 4.7 and ECC 5.0?**

**A.** I think there is not much difference between sap4.7&5.0 there is difference between screens and there are Some differences you can find b/w 4.7 and 5.0 like stock view and some screens that have some more features like sales order etc.

**530. What is Exercise Invoice?**

**A.** Excise invoice outgoing: A business document, in India, that you prepare when you issue excisable goods from a manufacturing plant, for example: To be sold to a customer, · To be transferred to another of your plants

The excise invoice lists the goods that you have issued and states how much excise duty applies. Your customer uses the excise invoice to claim back the excise that it has paid from the excise authorities.

Excise invoice Incoming: A business document, in India, that your vendor sends you when it delivers excisable goods. It lists the goods and states how much excise duty applies on them. Your use the excise invoice to claim back the excise that you have paid from the excise authorities

**The following are the t-codes and reports for excise invoice**

J1IEX SAPLJ1IEX Incoming Excise Invoices

J1IIN SAPMJ1IIN Outgoing Excise Invoice

J1IA SAPMJ1IA Excise Invoice Details

J1IJ SAPMJ1IJ Excise invoice selection at depot sale

J1IK SAPMJ1IK Selection of Excise Invoice - Commo

J1IP J\_1IPRNE Excise invoice print

J1IW SAPMJ1IW Excise Invoice without PO

J1IS SAPMJ1IS Excise invoice for other movements

This is the standard procedure that you follow to create an outgoing excise invoice. You create the excise invoice from a reference document: either an invoice, a pro forma excise invoice, or a billing document.

**Prerequisites: You have:**

Customized the rounding-off indicator for sales transactions Specified which exchange rate type to use for export invoices You make both of these settings in Customizing for Logistics – General, by choosing Taxes on Goods Movements ® India ® Basic Settings ® Maintain Company Codes.

**Procedure**

From the SAP Easy Access screen, choose Indirect Taxes ® Sales/Outbound Movements ® Excise Invoice ® For Sales Order ® Outgoing Excise Invoice Create/Change/Display ® If you want to create the excise invoice with reference to a pro forma excise invoice or commercial invoice, choose Excise Invoice ® Create.

If you want to create the excise invoice with reference to a delivery note, choose Exc. inv. for delivery ® Create.

Enter the number of the reference document. If you do not know the document number, you can search for

it by choosing Due list.

**Choose:** The excise invoice screen appears. The header data is displayed at the top; the line items, which the system has copied from the reference document, are displayed at the bottom.

**Enter header data as required.**

To check if the utilization is done properly and the document is ready for posting, choose .

To enter texts for the excise invoice, choose .

To display the balances of the CENVAT accounts, choose Balances.

To display the utilization details, choose, Save the excise invoice.

As per Indian tax system, Excise duty (16%) is payable by each manufacturing unit on the value of manufactured goods / on the value added. The manufacturing plant is supposed to submit an excise duty report on fortnightly / monthly basis. Various registers (RG1, RG23A, RG23C, PLA) are maintained for

that purpose, which record all the transactions including movement of goods, cenvat credit available and cash balance available.

In SAP, we use transaction j1id for configuration and j1iin, j2i7, j1i5, j2i5, j2i6, j1ip for creating, extracting and printing excise invoice.

Excise Invoice is created based on Proforma Invoice or Invoice (based on configuration, it can also be Delivery).

The Process Flow will be as under: Process 1:

Sales Order (VA01 / VA02 / VA03) --> Delivery (VL10A / VL10C / VL01N / VL02N ? VL03N / VL04) --> PGI (VL02N) --> Proforma Invoice (VF01 / VF02 / VF03) --> Excise Invoice (J1IIN)

Process 2: Sales Order (VA01 / VA02 / VA03) --> Delivery (VL10A / VL10C / VL01N / VL02N ? VL03N / VL04) --> PGI (VL02N) --> Invoice (VF01 / VF02 / VF03) --> Excise Invoice (J1IIN)

### **531. What is MRP types?**

**A.** MRP is Material Requirement Planning which is based on Transfer of Requirements while processing the Sale Order. MRP types based on Consumption based MRP etc.,

### **532. Please explain: Rebates? Contracts? Credit Management?**

**A.** A Rebate is a special Discount which the party gets apart from the other discounts. A rebate will have certain

parameters like validity period and min, and maximum purchasing qty.

A contract is a kind of agreement between a seller and purchaser or between an organisation and customer.

Contract r few types like( In nutshell)

1. Quantity Contract

2. Value Contract

3. Service Contract

4. Master Contract.

Credit Management is kind of process to post the value for concerned in to the concerned GL Account. Ex. All domestic Sales in to one GL Account and All Exports sales in One GL Account and All Cash sales in One GL Account like...

### **533. How to information transfer**

**A. Through a transfer request .there are 2 types of requests**

1. Workbench request.

2. Customisation request.

3. Transport of copies

4. Relocation

### **534. What are the Tax Calculation Procedure?**

**A) TAXINJ: is a Routine Formula based Tax Calculation Procedure**

**TAXINN: is a Condition based Tax Calculation Procedure**

### **535. What is meant by Variant Configuration?**

**A. Variant configuration is used to configure variants for a material. for eg: bike can have different colors,**

Different engines with different C.C's. head lamp and automatic ignition. these are characteristics. the customer can choose any of these characteristic each characteristics can have different pricing. suppose the customer choose 100 c.c. engine and red colour and automatic ignition he must billed with these characteristics. we can configure these with variant configuration.

**A. if the material consist of different characteristic and class then we go for variant configuration.**

The step to follow the variant configuration:

1. create characteristic - ct04.
2. create characteristic price ct04.
3. create configurable material- kmat- mm01
4. create component material- mm01
5. create a bom - cso1
6. create a configurable profile-cu41.
- 7.create varient condition vk11ie. va00.
- 8.place the va00 ccondition in the pricing procedure.
9. the item category is tac and schedule line is cp and ct for the sub items.

**A. VARIANT CONFIGURATION** is a tool that offers the flexibility of the configuration of the material during the sales order processing by the end user according to the customer requirements. VC offers a unique feature by which requirement of creating separate material for each variant of product is eliminated by using configurable material, that contains all the components and operations for production planning requirements.

### **536. Where we define the customer rebates?**

**A. Activate rebate in the following:** 1 ) CMR in billing TAB of sales area data

- 2 ) In Sales organization and in
- 3 ) In Billing doc type

**A. .In xd02 we will put a tick mark in the check box of rebates field in sales area data screen and apart from that we should check in our pricing procedure condition type b002 is there or not.**

### **537. Is it possible to carryout two different pricing procedures at sales order level and Billing level. If Yes, please Explain in detailed?**

**A.** It is possible to carry out two different pricing procedures at sales order level and billing document level.

The pricing procedure is determined in a document on the basis of the following parameters:

- 1) Sales Area (Sales Organisation + Distribution Channel +Division)
- 2) Customer Pricing Procedure (Defined in the Customer Master)
- 3) Document Pricing Procedure (Defined in Document Type Customisation)

For a sales order and a billing document which corresponds to the same sales order, the document pricing procedure can be different and hence different pricing procedures can be determined.

Also, in the copy control from sales order type to billing document type, the price type for item category should be **set to "B" i.e. carry out new pricing**.

#### **538. what is line item?**

**A.** When ever you are creating any sales documents then the items appear in the line with the item numbers are known as line items. A line item determines the item category of the item which in turn controls some functionalities of the document processing.

#### **539. What is the Function of item category group?**

**A.** item category group is divided as per the material type, it control the material field status and used in item category determination.

**A.** The item category group determines how a material is processed in the sales order. It defines, for example, that pricing does not take place for a free of charge item, such as a business gift; or that inventory management is not carried out for a service. When processing sales and distribution documents, the system uses the item category group to determine the item category. The system determines the item category based on the item category group of the material and the current business transaction, and proposes it in the respective document.

When creating the material types non-stock material and services, DIEN is proposed in both cases for the item

category group, because the order processing for both material types is identical: for example, pricing is carried out for both, but no availability check.

**540. What setting we have to done to apply condition type SKTV (cash discount before Tax)and SKTO ( cash Discount after tax)in a single sales order and what is the difference in condition type HD00 and KF00?**

**A.** **KF00** condition type is freight charges that applies to a particular item where as HD00 is header freight that applies to whole document and u should enter HD00 manually at the header level

**541. Where do you assign Movement Type?**

**A.** Movement Type is assigned at schedule line. As is is related to transfer, 601- Standard Movement Type

**542. What is BADI? explain in detail.**

**A.** BADI's stands for business adding's. and it is for enhancements in the application area. main use of it is

reusability. BADI's are oops based. BADI's can be used any number of times in a project.

**544. Can i know what type of reports so be generated by ABAP consultant for SD guys can i get some scenarios and which tables are regularly used by SD consultants for making reports?**

**A.** There are many reports used by SD consultants and functional consultants. Some examples could be shipping summary by plant report, it could be a report showing the delivery due list, it could be a report which shows the tracking numbers or BOL numbers for a particular delivery. Some of the tables regularly used by SD consultants are VBAK, VBAP, VBUP, VBUK, LIKP, LIPS, VEKP, VEPO etc.

**545. Without delivery can you do billing?**

**A.** Yes, it is possible to do. Even in normal process we can avoid delivery process and go for billing for that We will need to check the copy controls from sales document to billing document then it is possible.(if it were one of the customers requirement) It is part one of our business process for example services, we charge for the service rendered where in we don't have delivery for services we do billing directly. **OR --> Billing**

**A.** yes we can do billing without delivering the material. For services like labor charges, we will be doing it.

Because the material will be customer's. for that we can't create a material code so we need to bill directly from Sale order.

**546. What is sales order Item category Determination n What is delivery Item Category determination?**

A. Item category is the key important field in sd cycle as it pushes the material to the sales order by using the item categories determination: document type + item category group + usage + higher level item categories determines any item category (sales order or delivery transactions) check transaction code {vov4} .....item category determines for sales order.....determines for deliveries

**547. Explain Free of Cost Samples(FOC)and explain step by step?**

A. I want to explain you clearly first what is sample and free cost then you can get the solution by yourself. free good - there are two types in this inclusive and exclusive. Ex: Inclusive means - buy 2 and get 1 free. but total items are 3, but we will bill the customer for 2 items and 1 is free and Ex: Exclusive Means- buy 2 get a 1 different product separately for free sample: the main difference here the pricing doesn't take place...

**548. In incompleteness Procedure there is Status Group what is use in case of Pricing. In status group Price also one field what is use and how it affect sales document. from where it collect data**

A. Status groups are assigned to specific fields in the incompleteness log .So it is possible to specify in sales document like :

A : It may be complete but not prevent the document processing further .

B : It may be incomplete and the case of sales documents being blocked for further processing .

**Use of status group for pricing:** Setting this status in the status group and assigning the status group to a field in the incompleteness procedure which cause the sales document to be incomplete for further processing should pricing not have been carried out

**549. What is rebate and what's the procedure to do this?**

A. Rebate is one type of special discount that is given to the customer over a specific period of time. The rebate discount is based on sales volume and is paid retroactively to the customer over a specific period of time.

**550. What is Integration between SD and MM : SD and FICO ? Can any body give me this is ?**

A. Link Between SAP SD, MM & FI - The link between SD and MM :-

1. When you create sales order in SD, all the details of the items are copied from Material master of MM.

2. MRP and availability check related data is also taken from MM although you control this data in SD also.

3. While you create inbound/outbound delivery with reference to a sales order, the shipping point determination

takes place with the help of the loading group, plant data, shipping conditions etc. This also refers to Material

Master.

4. The material which you are entering in a sales order must be extended to the sales area of your sales order/customer otherwise you cannot transact with this material.

**There are many such links between SD and MM. - Now the link between SD and FI :-**

1. Whenever you create a delivery with reference to a sales order, goods movement takes place in the background. eg. In case of standard sales order, you create an outbound goods delivery to the customer.

Here movement 601 takes place. This movement is configured in MM. Also, this movement hits some G/L account in FI. Every such movement of goods hits some G/L account.

2. The accounts posting in FI is done with reference to the billing documents (invoice, debit note, credit note etc)

created in SD. Thus this is a link between SD and FI

3. Tax determination: In case of a tax determination also, there is a direct link between SD and MM

SD Integration points with other modules- SD module is highly integrated with the other modules in SAP.

#### **Sales Order: Integration Points Module**

Availability Check - MM

Credit Check - FI

Costing - CO/ MM

Tax Determination - FI

Transfer of Requirements - PP/ MM

#### **Delivery & Goods Issue: Integration Points Module**

Availability Check - MM

Credit Check - FI

Reduces stock - MM

Reduces Inventory - FI/ CO

Requirement Eliminated - PP/ MM

#### **Billing - Integration Points Module**

Debit A/R - FI/ CO

Credit Revenue - FI/ CO

Updates G/ L - FI/ CO (Tax, discounts, surcharges, etc.)

Milestone Billing - PS

#### **Return Delivery & Credit Memo - Integration Points Module**

Increases Inventory - MM

Updates G/ L - FI

Credit Memo - FI

Adjustment to A/R - FI

Reduces Revenue - FI

**A. SD and FI :** - In Business We wud want to post the revenues or the discounts offered, taxes collected, Freight charges to a particular GL account for accounting purposes. Lets say i want to account for all the revenues I generated for finished goods. I would use this Finished goods as the Material Accounting assignment group and assign that in the Sales org 2 view just above the Item cat group. Then with Accounting determination process

I would link the Account Key ERL (In Pricing proc) + Finished Goods (Material Accounting Assignment group)

- TO A GL ACCOUNT. That's SD-FI integration.

**SD and MM:-** In Pricing we would want to determine the cost of the product through VPRS Condition Type. This cost of the material is picked from the Material Master. How this happens is , if we would want to determine this cost VPRS in the Sales Order for Profitability purpose then , all those Item categories that can appear in a sales order must be activated for determine Cost Check box in customizing. That's one of the SD MM Integration.

#### **551. Bill of material means-BOM?**

**A. Bills of material means** combining a group of materials in to one product. for e.g. computer is a product it is the combination of CPU, key board, mouse and monitor. there are two types in the BOM itself. one is main item level processing and sub item level processing. in the main item level processing main item price will be taken and in sub-item level processing sub-items price will be taken into the process.

**A. Bill of material means (BOM):** 1. Parts used in Assy.  
2. Quantity & Unit of Measurement of the parts.  
3. Price Comparison of a part, from Variable Suppliers/Mfr's  
4. The terms & Conditions of the Suppliers/Mfr's.  
5. To Know the Revision & Estimated Annual Usage(EAU).  
6. Our Clarifications and Suggestions for the same(Remarks).

Eg: BOM-PEN: - Assy no : 456, Assy name : Reynolds, Assy Rev : A, Assy EAU : 1000

Child Parts Used: UOM: Qty:

- 1.CAP Color Blue Each 1
- 2.Top lock Transparent - Color Blue (Screw type) Each 1
- 3.Bottom Cover Color White Each 1
- 4.Label Each 1
- 5.Ball Nib Each 1
- 6.Plastic Tube Transpired mm 10
- 7.Ink Gm .05

#### **552. What is CIN & configuration of it ?**

**A.** CIN is Country India Version. It is an add on to take care of India related excise functionality by SAP. Could you pls explain what do you need to know about configuration of CIN.

**A.** CIN is expanded as country India, its ERP by sap which is suitable for small and medium scale implementation

**553. What is the use full for CIN? how can you differentiate with CIN and tax procedure? what is the difference between sap r/3 and sap all in one?**

A. CIN - Country India related to taxation of country, we have excise duty, sales tax etc, Tax procedure - it is FI consultant will deal with that, Tax procedure are two one is TAXINN and TAXINJ. TAXINN is condition based whereas TAXINJ is formula based both this will have similar condition like Excise duty sales tax etc once one procedure is assigned then it should be changed, system will accept Sap R/3 is for larger companies whereas sap all in one is for smaller firm cost effective one.

**553. What will you do in blue print stage?**

A. Business Blue print is a detailed documentation of the requirements gathered from client. it represents the business process requirements of the company. It is an agreed statement of how the company intends to run its business within SAP system.

A. Business blue print is the conversion of the legacy system data into SAP compliant - i.e. whatever the companies processes are there are converted and put into SAP Compliant configuration documentation so as to enable us to carry out the realization according to the blueprint prepared in a methodical way which saves time in realization

**554. What is difference between SD account key and FI account key?**

A. To the maximum both are one and same to find the right G/L account through condition technique's Account key will be from Pricing procedure and the FI Account key is from the tax procedure. as far as my knowledge is concerned both the key's purpose is same .

A. Acct keys are defined in FI only, SD people only use them, say in pricing. But ultimately they are used for posting the amounts to relevant GL accounts only

**555. What are the deliverables in your blue print?**

A. Every phase of implementation has own deliverables.

**Phase 1 - Project preparation:-** 1. Charter committee.

2. Project planning

**Phase 2 - blue print:-** 1. Mapped organisation structure

2. Gap analysis

**Phase 3. Realization:-** 1. Integration Testing.

2. Customisation and configuration

**Phase 4 Final preparation:-** 1. Cut over Data

**Phase 5. Go live & support:-** 1. support

**556. what are the user exits? how can we create user exits? What's the purpose of creating user exits?**

**A.** IF your requirement is not met with standard sap u can add extra functionality by using Exits to full fill tht gap

by using an include in the program these all can be done in T.code : SMOD to find exit for including in the program use T.code: SMOD, As functional guy ur part is find accurate Exit and tell to technical guy and finally it has to be debugged then functional & technical will both come to one conclusion whether this exit is filling the requirement r not. we have different exits:- 1. screen exit

2. field exit , function exit

**557. WHICH DATA IS RELEVANT FOR CREDITING CREDIT AND DEBIT MEMOS?**

**A.** For credit memo :

SD document category (K)

Document pricing procedure (A)

Order related billing document (G8)

Billing block (08)=check credit

For Debit memo :

SD document category (I)

Order related billing document (9)

Billing block (09)=check debit

#### **558. What is Backorder processing?**

**A.** whenever we create a sales order for a particular material. It will give 2 delivery dates if it doesn't have the stock. If we get the material before the first delivery date. We will do revert back the order ( co06) and allot the ordered material at same requested delivery date, now this order has one schedule line only

#### **559. In order to make up a sales area which organizational elements will help?**

**A.** A Sales Area is compiled of the said data: Sales Organization, Distribution Channel and Division

#### **560. What exactly mean by Condition Index and why we have this is field in the definition of Condition Type?**

**A.** Condition index is used to search for condition records that were created for variety of condition types and

condition tables. for ex- if you want to view all condition records that apply to a particular customer. or product.

However, before using it, it must be activated in customizing for sales.

#### **561. What is the use of Material type in regard to SD?**

**A.** The material type, will be used while defining the material master. At that time in Tcode:MM01, first screen we need to mention, ex:-engineering product, finished products, semi-finished product etc., Tcode for defining material type is OMS2 OR OMSY OR MMPV. By defining this, the system gives related fields, while

defining the MATERIAL MASTER.

**562. In Third Party transaction, do we take the material into stocks when the Vendor has shipped the material to our warehouse? (please let me know the A. from SD perspective)?**

**A.** If the vendor shipped the material to our warehouse then the company has to deliver the material to the customer. Then it will become Individual purchase order.

**563. Will it be possible to create the sales order without item category and schedule line, How?**

**A.** **we** can not create a sales order without item category. but you can create without schedule line category.

EX Credit Memos and Debit memos.

**A.** U can, but the item category changes from TAN to TEXT. Also the schedule line category can't be determined for this item

**564. how to release only one line item from a sales order which is blocked by credit check**

**A.** Releasing only one line item from a Sales Order which is blocked by Credit check is not possible, as credit check is placed based on the credit limit on a customer account, and the credit check can be released on the sales order but not on single line item.

**565. We can use customizing to control which business transactions should be blocked if the credit limit is exceeded? Which are they?**

**A.** A Business Transaction can be blocked at 3 levels depending upon the "Risk Category "of that particular

Customer basing on the Risk Category the transaction can be blocked at

1. Sales order level
2. Delivery Level, 3. Post goods issue.

if the risk category is high the transaction can be blocked at 'Sales Order".

if the risk category is medium can block "Delivery"

if the risk is low can block "Post Goods Issue"

**566. Credit control Area means? What is the relationship exists between credit control areas and company codes?**

**A.** A Credit Control Area is an organizational unit that is comprised of one or more company codes. A company code can have no more than one credit control area.

**A.** outstanding receivables can spoil the business process. to control credit limits in sap system we can configure credit control area. one company code can hav one credit control area only but one credit control area can hav many company codes i.e. u can assign one credit control area to many company codes.the relationship is one to many

**567. What is the difference between Static and Dynamic Credit Check?**

**A.** Static check will carry out the open sales orders + open deliveries + open billing + open items,

- where as dynamic chek will carry out Static check+ partially completed sales orders and

**Dynamic check = static check + time horizon**

**568. What is DEBUGING.**

**A.** Debugging ia a Abap tool to see and analyses the execution of each statement in the Program sentence by sentence. Debugging is used when the particular transaction is showing error with ABAP related problem that means If the standard program is not properly executing when you are giving inputs in any fields for the particular transaction then system shows error message and system terminates the transaction also according to the program inbuilt by the standard sap.

In this scenario Abaper will analyses the program to find out the route cause statement by statement written in the program. during debugging curser will recognize the statements only after 'start of selection' in the program.

go to debugging mode, place /h in any particular transaction on the command field and enter then system shows the message that debugging mode switched on status bar. then go to program threw go to-system-program - place the curser on the statement below start of selection.

this is how we can analyses about the program statement by statement but this is done by abapers, any how as a functional consultant we should know about this process.

#### **569. Can we sell the same material from two different divisions?**

**A.** A product can sold from different division but u have configure in IMG for common distribution channels and

common division. to do this u have create all material master data in one sales area and then go for common division

**A.** A Division in the material master is part of basic data for which you can not maintain multiple values. One material uniquely belong to only one division. So question does not arise of selling same material from two different divisions. Suppose you have two divisions in your organisation say "motorcycle" & "food supplement". A

material which belong to motorcycle division can not belong to food div in any case.

#### **570. what is header conditions?**

**A.** Header conditions applies to all the condition types in the sales order. the header conditions can be goven at header level in the sales order

**A.** if the company likes to give the same amount of discount for all the items in a sales order, Header Condition is

used. it has be entered at header level in the sales document. the condition amount of a header condition by

default applies as it is to all the items in the document

ex ; RB00 condition type.

ex : in a sales order there are 3 materials:- m -10, m-20, m-30.

now go to conditions tab page of m-10 and mention as RB00 - 5rs. now this discount amount 5rs will applies for all the 3 items.

### **571. Product attributes means?**

**A.** product attribute-- it is applicable in configurable material. Configuration - combination of characteristic + attribute MM data- sales :sales org-2, if you want to see in your sales doc then you have to activate in your doc type overview TRANSACTION FLOW data- product attribute message that means during sales order you have so many option for product or materials.

### **572. What is difference between the header level condition and item level condition?**

**A.** Header level conditions are for the whole document, while item level condition is for the particular item only.

**A.** yes, header conditions applicable for the whole document and item conditions are for the items.

whether a condition should be a header or item or for both(KO29) etc. should be given in condition type defining

v/06.

### **573. Is it possible to block a material for sales order so that it should not give any yellow exclamation-warning message....in other way it should give an error message so that we can not proceed further? Also..is it possible for the blocking customers in the same way...if so ..how?**

**A.** Yes, you have to go to the MM02 & there go to sales Org 1 tab page there you maintain cross distribution chain after that this material is blocked for sales. if block a material for plant then you should maintain in MM02 basic data 1 Cross distribution plant & also if you block a material for procurement then you should maintain in cross distribution

purchasing data.

**A.** Go to SPRO -logistics general-material master-settings 4 key fields-data relevant for sales status- here select the status go to details.. block for order make it a log execution it will become error instead of warning..

**574. What are the fields in pricing procedure?**

**A. Meaning of Column in Pricing Procedure** What is the meaning of this column in the pricing procedure ,i.e

1. STEP
- 2 Control Step
3. Condition Type
4. DESCRIPTION
5. FROM
6. TO
7. Manual
8. Mandatory
9. Statistics
10. PRINT
11. REQUIREMENT
12. Alternative Calculation Type
13. Alternative Base Condition Type
14. ACKEYS
15. ACCRUALS

Brief Explanation:

**A. STEP** :- This indicates the number of step-in the procedure.

**B. COUNTER**:- This is used to show a second ministep

C. CONDITION TYPE : This is the most important component in the pricing procedure. The rates are picked up

from this element, on the basis of the properties described.

D. DESCRIPTION:-This forms the description of the condition type.

E. FROM: - This is used to define the progression of the calculation and range of subtotals

F. TO: This is used to define the progression of the calculation and range of subtotals

G. MANUAL:-This function enables to allow the condition type to be entered manually also apart from automatic

Pickup

H. MANDATORY: - This function identifies the conditions that are mandatory in the pricing procedure. The sales

Price is a mandatory condition type.

I. STATISTICS: - This can be used to represent the cost price of the material sold, generally used for study

statistical impacts of price

J. PRINT: - The activation of this function will enable the printing of the values and conditions to the document.

K.SUBTOTAL:- A key is assigned from the drop down menu; this can be used by the system in other area like

Sis for reporting purpose also

L. REQUIRMENT KEY: This function is used to assign a requirement to the condition type. This requirement can

be used to exclude the system from accessing the condition type and trying to determine the value. This can

be used to specify that the condition type should only be accessed if the customer has a low risk credit.

M. ALTERNATE CALCULATION TYPE:- This function allows you use a formula as an alternative in

finding the value of the condition type, instead of standard condition technique. this can be used to calculate

complex tax structures.

N. ALTERNATE CONDITION BASE VALUE:- The alternative condition base value is a formula assigned

to a condition type in order to promote an alternative base value for the calculation of a value.

O. ACCOUNTS KEY : The account keys form part of account determination. These keys are used here to define

the posting of the revenue generated to respective account heads& to subsequent assignment to GL accounts. PR00- ERL, K007/KA00- ERS, KF00- ERF.....& so On.

P. ACCRUAL KEY:- The accrual keys form part of account determination. These keys are used here to define

the posting of the revenue generated to respective account heads& to subsequent assignment to GL accounts

and payment to respective parties.

#### **575. What is the functionality of Status Profile?**

A. Status Profile: I Will explain with one example, As per business requirement any approvals required for a

sales order before creating a delivery then we will define the settings in the back ground(SPRO)

i.e first Define status profile and assign this to sales document.(or) next define authorization keys i.e how many approvals and whose approval is required like branch manager then make the settings like where to stop like before delivery or billing etc in SPRO and assign this to roles and authorizations these things you can observe in sales order header status

#### **576. If you generate bill more than credit limit then what will happen?**

A. How can you go for billing. system will block at order level or delivery level only?

#### **577. In R/3 system name the three different kinds of messages. What is the diff. between them?**

##### **A. 6 type of messages**

1-termination-

2-error

3-information

4-status

5-warning

6-exit

**578. WHAT SHOULD YOU DO IF R/3 STANDARD PRICING DOESN'T MEET YOUR REQUIREMENT??**

A. If standard pricing does not meet our requirement. 1- we can maintain new pricing procedures. or  
2- Depending upon the client requirement we can maintain new condition types and with the help of abaper we can create new routines to fulfill the requirement

**579. What will be the possible reason of delivery not getting generated for an item?**

A. Two possible reasons:

- 1) Stock is not available.
- 2) Requested delivery date and selection date in delivery document are different. They should be same else delivery will not be created.

**580. What is ur batch process in the project?**

A. 1. Partial qty of a material which is managed separately from other partial quantities of the same material  
2. the main characteristics of a batch are homogeneity and non-reproducibility.

**FEATURES:**

- 1.BATCH NUMBER ASSIGNMENT
- 2.BATCH SPECIFICATION
- 3.BATCH STATUS MANAGEMENT
- 4.BATCH DETERMINATION
- 5.BATCH RECORD
- 6.BATCH-WHERE-USED LIST
- 7.ACTIVE INGREDIENT MANAGEMENT

## 8.BATCH DERIVATION

BATCH MANAGEMENT/PROCESS IS PARTICULARLY USED IN FOLLOWING INDUSTRIES

- 1.CHEMICAL
- 2.PHARMACEUTICALS
- 3.COSMETICS
- 4.HEALTH AND HYGINE
- 5.FOOSTUFFS
- 6.RETAIL

### **581. Tell me the tool ur company is using for support?**

**A.** Tools like remedy, radix, peri green and different type of tools are used in support projects and tools like ASAP, solution manager, business engineer are used for implementation of projects.

### **Q. what is credit horizon date & what's its purpose?**

A you know cr. mgmt are 2 types. in Automatic point of view

HORIZON PERIOD is there. bcz it shows that on which date

this CREDIT MGMT. will start or applicable, if at the time

of configuration if it is blank ,then system will take

today date that means on configuration date b default.

### **582. Why does account group controls customer?**

**A.** Most of the fields in the customer master are controlled using Field Selection, which is in turn a function of

Account Group. Hence we can say that Account Group is like a control parameter for the customer master.

**583. What's consignment? and what's the procedure to do it?**

**A.** Consignment is an agreement between the consignor(company) and the consignee(customer), that the consignor will send goods to the consignee and the consignee will pay only after selling or consuming the goods. The goods which are not consumed will be taken back by the consignor. Steps involved:

- Consignments fill up
- Consignment issue
- Consignment returns
- Consignment pick up.

**584. What is Copy Control? and how it works in sales documents ?.**

**A.** Copy control is the process which is used to copy data from one document to other when u r referring a document to create another, there are three important elements in copy control copying requirements-- the conditions which have to be met if copying has to take place

**Data Transfer Routines**-- Its an program which says which field are to copied from the source document to which fields in the target document

**Switches**-- additional process that u wish to perform along with copying the data

**A.** WE can use copy control to define the requirements and options when transferring the data from reference document to its subsequent document .Copy control in the other words we can say as copy the data from source document to target document .

FOR sales document-copy control options are sales document to sales document and copy control - billing document to sales document. The copy control rules set up to enable a sales document type to be copied into another sales document type such as quotation to sales order and sales order to sales order.

**585. What is difference between delivery document & scheduling?**

**A.** A delivery document is similar to the sales order document in that the settings control how a delivery is to be

carried out at the highest level and has a delivery item category assigned to it. The SAP System can only copy items of a sales document to a delivery if they have schedule lines. The control of the schedule lines depends on the schedule line category which is determined by the Item Category and MRP type

**586. Is it possible to have different pricing procedure for SO and invoice?**

**A.** Yes it is possible to have a Pricing Procedure in Billing different from that of SO. Since the Pricing Procedure determination takes place at invoice level also. Generally, the Sales area & CPP (Customer pricing Proc)

indicator won't change, however the DPP (document Pricing Procedure) can be different for the billing type than that of sales order type. hence a different Pricing proc can be determined. However, in practice, people may not be doing this.

**587. How can i explain “RICEF” with example in interview?**

**A.** R for Reports

I for Interfaces,

C for Conversions,

E for Enhancements,

F for Forms. IN addition to these W is also included now a days which is Workflows.

**588. What does the movement type control?**

**A.** Movement type controls the physical/logical movement of materials leading to change in the stock levels in inventory

**A.** All the inward and outward movement of material is controlled by movement type for example for out bound

delivery we r using 601 movement type. Also it has an effect on inventory control of stock .

**589. What is the process flow in Logistics execution?**

**A.** The logistic execution starts from truck indenting during the process before PGI (in SD) and the arrival of the truck actual batches are selected and are put in the truck. depending upon the PGI Quantity no. of trucks are indented through transport master. after this all statutory documents like excise challan, invoice /ARE1/ARE3 are captured in the system and a service entry sheet is filled and then the indent is saved after the truck leaves the premises. this is a standard SAP Procedure which is very wek in design and therefore very few companies go with it and other are totally developed as per the clients requirement

**A.** In Simple terms Logistics Execution is an interface between Goods Receipt and Goods Issue. All the intermediate (like PO>>Inbound Delivery>>PGR & SO>>Outbound Delivery>>PGI) processes between PGR & PGI are carried out using Logistics Execution.

**590. What is retro active billing? who is will create this?**

**A.** Retro active billing belongs to rebate process. It takes into account the billing documents that were created

previously ( i.e. before the rebate agreement done)& also billing documents which were created during the rebate

period. In those documents which were created earlier, the accruals & basis were not automatically updated, it has to be done manually while in the documents which were created during rebate period, the accruals & rebate basis were automatically updated.

**591. Credit check system check which value net value or gross value can these settings be done in IMG?**

**A.** we have to specify "A" in subtotal of net value in pricing procedure

**592. Where do you specify that a condition type is a discount (or) a surcharge?**

**A.** Condition classification if condition type is surcharge we can specify positive in positive/negative field otherwise, if condition type is discount we can specify negative in positive/negative field otherwise,

**592. What are the issues you faced in your final preparation phase?**

**A.** All identified users were not trained Legacy master data was still not clean and available for Loading

**A.** Final preparation u can say in other words as preparation for production use .The primary objectives of this phase are to run a final technical system test,to provide end user training ,to migrate data and system to a production environment .Key user will be trained ,who in turn have to train end user according to the "train the trainer" concept. End user acceptance is increased and a knowledge base is created for end users and how to deal with online reporting and future system enhancements .Another objective of this phase is to workout a

Go live strategy .

**593. if one company can maintain one customer number for different sales areas is it possible with out any changes?**

**A.** If we maintain a customer master in different sales area and company code is same then we have to maintain the sales area data page only.General data page and company code page is same in that case.

**594. What do u mean by rollout project?**

**A.** Roll out means : If suppose you are working for one project in India for example COCA COLA how these people they are doing is first they will implement this in one country and next time onwards for another country they will take this as a reference like no changes in the business process and customizations every thing will be the same just they will create no of plants ,sales offices ..etc as per their country and in some cases it will take care about CIN related changes at the time of roll out...

**595. What is batch split?**

**A.** If a material is managed in batches then you can carry out a batch split for every component. this means that if you split a batch ,you assign more than one batch to one component. In this case, each batch is displayed as a separate component in the component overview. Batch splits can only be triggered manually in the production order. The following requirements must be met for batch splitting:

(1)The material master record of the material must specify that the material is managed in batches.

(2)Batches must exist for the material.

**596. Explain how division is interrelated with material? give suitable points to prove its similarity and distinguish in nature?**

**A.** Material is always division related. one material cannot be assigned to more than one division.

u have an option of cross division and cross distribution channel for this u have to configure in the r/3 system for

both distribution channel and cross division. I recently faced a question in satyam that what are the documents that we maintain in support project please help me in this regard?

**A. Responsibilities in support project**

- Handling customization, configuration, and enhancement related issues
- Handling tickets on Day to Day basis
- Monitoring S&D reports on daily basis required by clients
- Preparing functional specification documents
- Preparing end user training Documents

**599. How to merge two different outbound delivery nos. for same customer in VL02N?**

**A. It is not possible to merge the deliveries in VL02n**

**600. How is access seq. controlled?**

**A. Basically Access Sequence is a Search Strategy which governs the condition type which give the required result. So to Access sequence is controlled by set of Access Number which are assigned to condition tables in which specific condition data is stored. ex. : table 6 has Price List Type/Currency/Material record. so whenever the specific requirement comes this access sequence can be attached to our condition type and it can act as a path setter to fulfill the requirement.**

**601. What is client requirement in scheduling category?**

**A. Client requirement in Sc whether TOR, AV check, should be carried out whether PR is generated or not**

**Resolving the issues within SLA Time frame**

**A. i think its severity and priority basis.**

**602. How did you Customize in Sale Organisation? Shall you create Plant?**

**A. Creation of sales org is - go to enterprise structure what are the necessary data you can put and for plant creation MM will create.**

**603. How to do partial delivery?**

A. has to configure in CMR sales are tab, select Shipping and maintain Partial deliveries in that you Maintain Partial delivery per item as you have options to choose like A - Create delivery with qty > 0  
B - Create one delivery  
C - Only complete delivery allowed  
D - No limit to subsequent delivery  
Blank - Partial delivery allowed.

Choose one of them according to your requirement, remember you can do maximum 9 partial deliveries in a sales order.

A part from that you have to configure delivery split profile in SAP Menu - Logistics--> Logistic execution-->

Outbound process--> Goods issue for outbound delivery--> Loading--> outbound delivery split - follow this path you can open Split profile template, in that choose, Shipping pt and maintain split parameters, split profile like DS01- Standard delivery split. so that you can do delivery split according to sales order along with handling units. I hope, this would solve issue

#### **604. what are the documents that we maintain in support project please help me in this regard?**

A. Responsibilities in support project

- Handling customization, configuration, and enhancement related issues
- Handling tickets on Day to Day basis
- Monitoring S&D reports on daily basis required by clients
- Preparing functional specification documents --- - Preparing end user training Documents

#### **605. Why does the customer master have different views?**

A. a customer may be in different company codes and he can purchase from different sales areas where as his

communication address is same. to segregate as per the company code, we will maintain the data as per the company code. when he allows for different company codes sure he purchase from the different sales areas, to maintain the data as per the sales area for the information and reporting purpose we maintain

his sales data as per the material. his communication address is same which is stored in general data that is same for all company codes and sales areas which he belongs to.

**606. Where the the total weight of all the items ordered should be calculated and if the weight of all the items put together, meets our minimum pre- defined gross weight a fixed discount should be automatically triggered by system?**

A. The total weight is calculated at the header level of a sales order. The discount will be given at header level

conditions, so that system will take the discount on the total weight

A. To calculate discount on total order quantity weight, then all material should be grouped into a Material Group

and use a material group discount condition type & maintain condition record and should use parameter as weight for calculating discount.

**607. In the Invoice output, there will be for ex:4 line address for the customer in the SAP standard functionality. If your client asks for 6 line address in the output, how you guide ur ABAPr to carryout this?**

A.

**608. Explain about SOP (service operating procedure) and your role in it?**

A. It is also called as standard operating procedure in every company they have a standard rules for their

work. its that is all

**609. what is the difference between item proposal and dynamic product proposal?**

A. Yes they are almost the same with one little difference , which is In item proposal when u enter the details in the sales document you have to click on propose items to get the list the customer regularly purchases

While in dynamic product proposal once you specify the sold to party and press enter , system automatically gives you the list of the materials the customer regularly purchases, it a faster way of entry than item proposal

**610. purchase order should be automatically raised in the sales order, for the number of materials which are being ordered to update the inventory? what r the settings to be done.?**

**A.** In third party order process , PR will be triggered automatically as per the setting in Schedule line category.

If you want PO needs to be triggered automatically, 1) in item category Create PO Automatic Check box &

2) in the material master , purchasing View Automatic PO Checkbox need to be activated.

**611. How will be the Ticket process flow happens in a Production support project?**

**A.** we will get tickets through mails in support projects they will be categorised into different categories. based on ur responsibilities u will get ur work after solving the problem u will send a mail to ur end user who is in

production server and will keep one mail to ur team leader answer along with ticket,(we work in development server) that may locate in client or company location depends

**612. After logging into R/3 system if you want an end user to see a specific menu? how could u do that?**

**A.** Either it is done thru the creation of user roles and assign them to user profiles.(SU01)

**613. In order to make up a Sales Area which Organizational Elements will help?**

**A.** In Order to make Sales Area following Organizational elements Are required.

> Sales Organization + Distribution Channel + Division

**614. Material type means.? Can you tell me a few?**

**A** Material type is similar to account group of customer, it governs the fields which are relevant for data input and it determines how the material should behave in on going business scenario. –

- 1- it controls the no range.
- 2- it controls the field selection group.
- 3- it assigns to the group of materials.
- 4- it controls 27 views to perform a comp mat master data.

**615. Who will prepare QABD?**

**A.** May be this is Question and Answer Database. This comes into when the Project Preparation starts. This is prepared by Senior functional Consultants.

**616. How is storage location determined?**

**A.** It is determined by **Plant + Storage condition + Shipping Point**

**617. which delivery document type for STO process?**

**A.** For intra company STO the delivery doc type is NL (i.e. within the one company code) & for inter company STO the delivery type is NLCC.

**618. How can i explain RICEF with example in interview?**

**A.** R for Reports,

I for Interfaces,

C for Conversions,

E for Enhancements,

F for Forms.

IN addition to these W is also included now days which is Workflows.

**619. Which partner function relevant for credit limit?**

**A For credit limit, KB:-CREDIT REPRESENTATIVE**

**KM:-CREDIT MANAGER**

**620. Order was created 6 month back for the material M-12 , at a price Rs.400/- and now price is increased by Rs.80/-,we want to bill the customer now for the new price. What changes or customizing should be done?**

**A. Create new condition record with reference to the existing one by changing the price. Create billing document first, select the line item and go to conditions tab page in item data, click on "UPDATE" (update prices) tab (right side below) and choose "B" (carryout new pricing). You can see the new price against the line item. But if you have entered any manual conditions in sales order, they get lost here.**

**621. In R/3,is it possible to substitute one product for another? If so, how it can be achieved?**

**A. This can be done thru procedure called Material determination. Here u will have to proceed the way create a**

**condition access sequences etc and create a condition record. where u mention the main item and the to be substituted product. You can also specify the validity of this procedure. do not forget to assign the procedure to the document type.**

**622. Can you copy one inquiry to many quotations?**

**A. Yes you can COPYING one document to another document you can do as many times as you want.**

**Inquiry is just a document stating that someone is interested in a particular product or service. It has**

**nothing to do with the ATP or Pricing check. So you can copy Inquiry to as many Quotations as you want. BUT from quotation to Sales order , the scenario is different ! Also, COPYING & REFERENCING is different.**

**623. In R/3 system name the three different kinds of messages. What is the diff. between them?**

**A. They are 6 type of messages**

2 -error

3 -information

4 -status

5 -warning

6 -exit

#### **624. Explain About Dunning Procedure?**

**A.** Dunning procedure is used for credit management, if customer's outstanding goes behind decided credit terms then you can sent dunning letter to customer for reminder. You can use by t-code F150

**625. What setting we have to done to apply condition type SKTV (cash discount before Tax)and SKTO ( cash Discount after tax)in a single sales order.and wat is the difference in condition type HD00 and KF00?**

**A.** Following setting need to apply for SKTO,SKTV:

1) maintain the terms of payments in customer master

2) CHECK THE FIELD CASH DISCOUNT field in sales org1 tab in material master

3) maintain SKTO, SKTV condition types in V/06 ( these are not having access sequence and maintain condition

category E in the condition type)

4) pleased in the pricing procedure (check static, requirement 2, alt con.base valu 9).

5) then rice the sale order see the conditions tab page in Item data you will get cash discount.

#### **626. how to transfer number ranges?**

**A.** No, number ranges cannot be transported from one client to another client. It should be created and assigned in the same client. For example, if you want to maintain some number ranges for sales documents, you should create in production client itself using T.Code VN01.

#### **627. what is material determination? can you do two material for one material?**

A. material determination is swapping of materials. if u give a mat m1 in a sales order, it will replace with another mat m2. with 2 materials we cannot swap. but with the help of user exits we can do it. this function is widely used in automotive components

**628. what is difference between delivery document & scheduling line?**

A. A delivery document is similar to the sales order document in that the settings control how a delivery is to be carried out at the highest level and has a delivery item category assigned to it.

The SAP System can only copy items of a sales document to a delivery if they have schedule lines. The control of the schedule lines depends on the schedule line category which is determined by the Item Category and MRP type.

**629. what is the most critical field in Delivery document (vl01n)?**

A. its the shipping point

**630. Is it possible to assign two different sales organization to the same company code?**

A. Yes We can assign "n" no of sales org to a company code but reverse is not true.

**631. Is it possible to block a material to be deliver from an specific plant without block the creation of sales orders? So in summary the material has to be blocked just for a specific plant in the moment of delivery. One sales order with different plants per line could be shipping except the lines that contain this plant X?**

A. Yes, I'll check this 2 alternatives. One question I found the field MARC-MMSTA in the Purchasing view as well

so I tested this "Plant-sp.matl status" and I created a new material status but I couldn't find a combination that

really block the deliveries (Tcode: OMS4) I used the Inventory Management option with B status, which I found

block all the Good Receipts and Transfer Movements for this special material /plant but still allow me process the

deliveries from the SO. Do you think that I should use another combination in the Material status configuration OMS4 to really get an effective delivery block !

### **632. What is LIS ?**

**A.** LIS stands for Logistics Information System. In SAP, the logistics information system is a combination of the following systems.

- Sales Information System
- Purchasing Information System
- Inventory Controlling Shop Floor Information System
- Plant Maintenance Information System
- Quality Management Information System

Logistics information system can be used to effectively plan the entire logistics cycle in SAP. A user can control and monitor business events in the logistics cycle to make effective decisions. Data coming in from various sub

modules in SAP can be clubbed and analyzed using the logistics information system. LIS thus acts as a flexible tool to aggregate and cull out important data. Key figures can be defined in LIS to keep track of important logistics parameters. Users can analyze data in various ways. LIS even allows users to customize the reports as per individual reporting requirements making it a flexible reporting and analytical tool.

### **633. Credit control area means? What is the relationship exists between credit control areas and company codes?**

**A.** A Credit Control Area is an organizational unit that is comprised of one or more company codes. A company code can have no more than one credit control area.

**A.** outstanding receivables can spoil the business process. to control credit limits in sap system we can configure credit control area. one company code can have one credit control area only but one credit control area can have many company codes. i.e. u can assign one credit control area to many company codes. the relationship is one to many

### **634. When is material determination triggered?**

**A** Material determination will be triggered thru condition technique.

Step-1: Fields/Tables maintenance

Step-2: Access sequence - tables inserted

Step03: Condition type / access sequence

Step-4 : Material deter procedure / assign to sales document type

Step-5 : define substitution reasons --> we can define whether the substitute material can be displayed as a

selection and we can define whether the material can be replaced or can be added as a line item.

Step-6 : Condition records --> specific to sales area/material. Enter substitute material and the substitute reason. **Result:** Material will be replaced/adds another line item with desired material in the sales order screen.

### **635. What is Integration between SD and MM : SD and FICO ? Can any body give me this is ?**

**A** SD and FI. :- In Business We would want to post the revenues or the discounts offered, taxes collected, Freight charges to a particular GL account for accounting purposes. Lets say i want to account for all the revenues i generated for finished goods. I would use this Finished goods as the Material Account assignment group and assign that in the Sales org 2 view just above the Item cat group. Then with Account determination process i would link the Account Key ERL (In Pricing proc) + Finished Goods (Material Account Assignment group) ---- TO A GL ACCOUNT. This SD-FI integration.

SD MM.

In Pricing we would want to determine the cost of the product thru VPRS Condition Type. This cost of the material is picked from the Material Master. How this happens is , if we would want to determine this cost VPRS in the Sales Order for Profitability purpose then , all those Item categories that can appear in a sales order must be activated for Determine Cost Check box in customizing. This one of the SD MM Integration.

### **636. Is it possible to create new sales order types?**

**A.** Yes its possible to create a new sales order type but generally it is advised to copy standard one and proceed as it is connected in so many places

**637. What is MRP types?**

**A.** MRP is Material Resource Planning which is based on Transfer of Requirements while processing the Sale Order. MRP types based on Consumption based MRP etc.,

**638. In SD,MM,PP,FICO what are the highest organizational units?**

**A.** SD : sales organisation

MM : plant.

Pp : plant.

FICO : company code.

**639. How can we assign one credit limit to two customers?**

**A.** In the definition of Credit control Area we have a field called Credit Amount. in that whatever value we given

automatically it applies all the customers of that credit control area.

**640. In sales order how system does picks up plant?**

**A** system looks in the fashion

- 1) Customer material Info Record
- 2) Customer master record
- 3) Material Master Record

**641. Can we give the group condition for different material belongs to different plants orr shipping points?**

**A.** As far as i understand, plant or shipping point does not affect pricing. Which means that Group condition can be applied. Eg. lets say you are selling a TV + Remote control, you give a group discount. you ship the TV from

one plant and remote control from another plant.

**642. Data dictionary or repository means?**

A. It stores system wide data definitions and is a Central catalog that contains the descriptions of an organization's data and provides information about the relationships between the data and its use in programs and screens.

**643. what is business item(in item category)?**

A. In item category, Business item specifies whether the business data at the item level is allowed to differ from

business data in the document header during the sales document processing. Business data means sales data + shipping data + Billing data

**644. What is the Difference between Reconciliation A/C and Normal Posting A/c?**

A. Generally all the revenue postings are made to the G/L account. We maintain reconciliation account for customers, vendors etc and the postings from the normal G/L account are updated automatically to the corresponding reconciliation account. In other words, manual entries can be posted in the normal

G/L account and the same is not possible in the reconciliation account, as these are automatically updated

**645. what is the value class in material?**

A. value class is used in variant configuration

**646. What is the toughest Ticket u have solved recently? Many Interviews this Question is asking pls anybody tell me how to answer this Question? Pls give an example?**

A. this question is asked to check if the candidate has really worked on the support project or he is just faking. If you have worked on support projects you should know what ticket means

**647. Difference between billing and invoice?**

**A. some times billing and invoice is same like (cash order)**

Billing document is a generic term for all the billing documents like Proforma Invoice (F5), Invoice (F2) ,

Intercompany billing invoice (IV) etc.

Invoice is a document that is used to bill a customer. Order related billing (F1) Delivery related billing (F2).

**648. what is I docs and status?**

**A** IDocs are SAP's file format to exchange data with a foreign system. Any IDoc consists of two sections:

- The control record which is always the first line of the file and provides the administrative information, it's stored in table EDIDC. - The data record which contains the application dependent data, it's stored in table EDID4. IDoc status: the processing steps and their respective status results are stored in table EDIDS.

**649. Can somebody tell...how the configuration is done for the automatic appearance of delivery date...loading date....transportation date. picking date...packing date...etc when we create delivery after sales order transaction? Step-wise configuration answer will be appreciated?**

**A** 1. Mainly all shipping activities come from the shipping point definition in img-enterprise structure def - log execution-def shipping point determination and the factory calendar is also plays a key role for these all dates

2.In material master record whether the mat is procured internally /externally in MRP 3 view

3.Vov8 required delivery date/commitment date/proposal for del date it all triggers to schedule line

4.and how the req del date is finalized by carrying back ward scheduling or forward scheduling here all lead times , picking date etc will be taken into conclusion then final delivery date will be finalized

**650. Is there any difference between product selection and material determination?**

**A** product selection is been used in material determination. in substitution reason - strategy field (a&b) is used for

product selection. it will list the material in order to select the material for determination.

**651.What is the difference between centralized credit management and decentralized credit management?**

**A** credit control area is an organizational unit which is responsible for maintaining credit limits for the customers.

Company codes are assigned to CCA. If u have only one CCA maintained for more than one Company code i.e. called centralized CCA, where as if u maintain individual CCAs to each company code that is called decentralized CCA. In decentralized CCA's, u assign one company code assigned to exactly one CCA.

**652. what is BADI? explain in detail?**

**A** Badis stands for business-adding's and it is for enhancements in the application area. main use of it is reusability. Badis are oops based. Badis can be used any number of times in a project

**653. If we dont give the horizon period in dynamic credit check what will happen?**

**A** I THINK IT WILL BECOME STATIC OR SIMPLE CREDIT CHECK

**653. What are the different types of Ticket Management Software's?**

**A.** Clarify

Remedy

Peregrine –IBM

Service center Etc

**654. what r all the documents will generate after saving invoice?**

**A.** After saving invoice 5 documents are generated:

1. Revenue Account
2. Customer Receivables Account

3. profit center Account.
4. Special Purchase Leadger Account
5. Profit Analysis Account.

**655. what is difference between transport and task?**

**A.** In the transport request only task no and request no are created. Task no contains the activities and when the request is released task no is released first then request no is released

**656. You can use customizing to control which business transactions should be blocked if the credit limit is exceeded? Which are they?**

**A.** A Business Transaction can be blocked at 3 levels depending upon the "Risk Category "of that particular customer. basing on the Risk Category the transaction can be blocked at

1. Sales order level
2. Delivery Level
3. Post goods issue.

if the risk category is high the transaction can be blocked at 'Sales Order".

if the risk category is medium can block "Delivery"

if the risk is low can block "Post Goods Issue"

**657. How cost will flow from delivery(with out reference order) to billing?**

**A.** this is by copy control in the item level, if u want to carry out new pricing in billing u cud do it or by default the same cost wud be copied to the billing document.

**658. what is accounting group?**

**A.** Account Group in sap sd is used to create the master records such as Customer master, Vendor master etc.

The account Group controls,

- Whether the partner is a one time customer or one time partner,
- which screens and fields are necessary for entering master data,
- which fields are mandatory, optional and Display in master record
- which partner functions are valid.

**659. How can we suppress the fields ie sales office and sales group in VA01 create order initial screen?**

**A.** we can very well achieve this thru Transaction variant in T-code SHD0 with the help of an ABAPer. And Assign this Variant in your Sales document type in T-code VOV8.

**660. Credit control area means? What is the relationship exists between credit control areas and company codes?**

**A.** outstanding receivables can spoil the business process. to control credit limits in sap system we can configure credit control area. one company code can have one credit control area only but one credit control area can have many company codes i.e. u can assign one credit control area to many company codes. the relationship is one to many

**661. what is the landscape?**

**A.** system landscape is the number of server present in the client site and the physical orientation of the server. There are mainly four type of server:

- sandbox
- development
- quality assurance
- production

**662. In third Party scenario, Purchase requisition details are automatically captured in Sales Order, when you create with item category TAS, where to configure Purchase requisition details?**

**A.** The schedule line should be marked as LS. Also mark subsequent type as NB-Purchase requirement in the schedule line category as this will trigger the purchase requirement immediately after the creation of sales order

**663. What is the Function of item category group?**

**A.** item category group is divided as per the material type, it control the material field status and used in item category determination.

**664. Can we generate a single billing document for more than one delivery?**

**A.** Yes, We can. Standard SAP itself has provided the feature. But this is possible when the payer, payment terms are one and the same for all the deliveries.

**665. what is PMIN?**

**A.** The condition type is used in order to derive a minimum price in the pricing procedure. Suppose discount offered on a price of Rs 1500 is Rs 100, whereas minimum net price should be 1450. In this case, PMIN condition type in the pricing procedure will automatically add Rs 50 to derive the final price of Rs 1450.

**666. Explain how diff between ITEM and schedule line sales document?**

**A.** Item level: It controls the line item

- Pricing
- item relevant for delivery
- credit active
- text item
- Scheduling line allowed
- weight volume relevant etc and Scheduling control at scheduling level it should be relevant to different delivery dates and different quantities takes place

**667. can explain different types of invoice ?**

- 1) Sale Invoice with respect to sales order
- 2) Supplementary Invoice for Basic Price, freight difference
- 3) Scrap Invoice for Scrap sales
- 4) Deemed Export invoice for sales effected to 100% EOU.
- 5) Depot Sales Invoice related to stock transfer

- 6) Export Invoice

#### **668. what is Valuation class?**

**A.** Definition: valuation class Invoice Verification (MM-IV) Assignment of a material to a group of G/L accounts

With other factors, the valuation class determines the G/L accounts that are updated as a result of a valuation

relevant transaction or event such as a goods movement.

The valuation class makes it possible to: Post the stock values of materials of the same material type to different G/L accounts Post the stock values of materials of different material types to the same G/L account

#### **669. Difference between inbound and outbound deliveries?**

**A.** Inbound delivery is basically relate to Post goods receipt where u received the goods in your plant. Whereas the Outbound delivery is relate to Post Goods Issue where u send the goods from ur shipping point

#### **670. Where is shipping conditions stored?**

**A.** shipping condition are stored in the customer master record, ie sales area data view in the sales tab page, we

also maintain in the customer material info record, and we can manually maintain in the sales order

#### **671. How can we assign one credit limit to two customers?**

**A.** By using customer groups, we can assign one credit limit to two or all the customers in that group

#### **672. What is Pricing procedure?**

**A.** Pricing procedure is a systematic and sequential use of condition types to arrive at a right value of the product. To determine the pricing procedure: **SALES AREA + CUSTOMER PRICING PROCEDURE + DOCUMENT PRICING PROCEDURE**

**673. Where you worked with ABAPers?**

**A** We can work with ABAPer when there is bug in current process, we can take the help of ABAPer to do the debugging to find out where in which area of program doing the mistake. Based on the debugging we can find the area in program for the change and we can prepare the FS document.

**674. if one company can maintain one customer number for different sales areas is it possible with out any changes?**

**A.** if we maintain a customer master in different sales area and company code is same then we have to maintain the sales area data page only. General data page and company code page is same in that case.

**675. Item category group? where do you maintain it?**

**A.** we will maintain item category group in material master record in sales organization 2 view( am not sure 1 or 2 view ). this item category is used in item category determination ( Item category = Item category group + sales document type + item category usage + higher level item category ) based on the material type

**676. how to handle returnable packing material? what is the process involved in it?**

**A.** Returnable packaging consists of materials that are stored at the customer location but which remain the property of your company. The customer is only required to pay you for the returnable packaging if he does not return it to you by a specified time. Ex: Coke Bottles, retailers have to return them to the factory, Item Category Group LEIH. and Treated as Special Stock. Pick up and issue will be available like consignment.

**677. what is the out put of blueprint?**

**A.** Blue print means collecting the business requirements and mapping these with sap if not propose some other solution how to map i.e ASIS -TOBE study so the out put will be under standing the requirements and providing the solution in sap with flow charts and get the acceptance from the business team before configure the system i.e realization stage

**678. What is the functionality of Status Profile?**

**A. Status Profile:** As per business requirement any approvals required for a sales order before creating a delivery then we will define the settings in the background (SPRO)

i.e. first Define status profile and assign this to sales document. (or) next define authorization keys i.e. how many approvals and whose approval is required like branch manager then make the settings like where to stop like before delivery or billing etc in SPRO and assign this to roles and authorizations, these things you can observe in sales order header status

**679. Is it possible to change existing standard item categories?**

**A.** Yes, it is possible to change the existing item categories, but the next time you may not remember what are the settings are there for that item category.

eg: if you change the item category TAN as a group condition or remove the block of condition update the next time you can't maintain the condition supplements by using that item category.

**680. Arrange the processes in SD in sequential order sale order, delivery, Goods issue, Shipment & billing. What is delivery? Goods Issue shipment and what is the significant differences? What is proof of delivery concept? How is Distribution Channel sales processes different from Direct Sales? how it is handled in SAP?**

**A.** Delivery is the process of transporting goods. Most goods are delivered through a transportation network. Cargo (physical goods) are primarily delivered via roads and railroads on land, shipping lanes on the sea and airline networks in the air.

In SAP SD, it is of two types. One is INBOUND & the other is OUTBOUND delivery. For outbound delivery we suppose to deliver ordering quantity of proposed goods, after outbound delivery the shipping, billing process has been started. But inbound delivery creates for an existing return, T-code for creating a delivery is "VL01".

After the order, we need to check the availability of ordering quantity, confirm the availability, pick the proposed quantity & pack those, load those quantities. After delivery stock will reduce from the store. Till this is called goods issue. For outbound delivery we need to do PGI & for inbound it is PGR (Post goods receipt)

The shipment is the freight being transported, which includes the hazardous material contents and the containment system (box, tank truck, fitting, valves, lids, labels etc.) described in the shipping documents

For post goods issue the shipment procedure must be completed. Goods Issue is the process to check the

availability & confirm up to packing. And shipment is the process / arrangement to lift those goods to the partners

place by confirming the shipping point & mode of transportation.

Proof of delivery is a method to establish the fact that the recipient received the contents sent by the sender. Or A

receipt showing date and place of delivery to consignee, and the signature of the person receiving the shipment.

Direct Selling is the sale of a consumer product or service, person-to-person, away from a fixed retail location. These products and services are marketed to customers by independent salespeople. Depending on the company, the salespeople may be called distributors, representatives, consultants or various other titles. Products are sold primarily through in-home product demonstrations, parties and one-on-one selling.

Distribution channel is the route by which a product or service is moved from a producer or supplier to customers. A distribution channel usually consists of a chain of intermediaries, including wholesalers, retailers, and distributors, that is designed to transport goods from the point of production to the point of consumption in the most efficient way.

While assigning the company to sales area if we want direct sale then no need of the distribution channel to assign in the sales area, If we need it then we can assign.

**681. when i am trying to create material i don't find tax option under sales organisation 1, and in customer master also, Advance tax?**

A. use T.Code : ovk1 in this assign tax code to the required country

A. use t.code ovk1 & select new entries & entry the country IN & tax code MWST as 1 & save the entry

**682. How can we suppress the fields ie sales office and sales group in VA01 create order initial screen?**

**A.** U can very well achieve this thru Transaction variant in T-code SHD0 with the help of an ABAPer. and Assign this Variant in your Sales doc.type in T-code VOV8.

**683. What are the influencing factors for account determination for invoices?**

**A.** sales amount whcih is in sales order will be posted into some accounts. eg: sales price should be posted into revenues account in the same way sales discount should be posted into deduction account , other amount will post into some other account for this purpose we maintain account determination. coming to the question's answer, influencing factors for account determination is ,chart of accounts,( fi consultant will tell that chart of

accounts which is used for that company code) sales organization, distribution channel, account assignment group for customer ( which is in customer master data, sales area tab page, billing view ) account assignment group for material ( which is in material master record, sales organization 1 view ( not sure plz check)

account key whcih is assigned in pricing procedure G/L account number ( FI consultant will give this number)

**684. what is header item condition in sales header data? what is header item condition in schedule line data?**

**A.** Header Condition is one which is inserted on the header of the Document. Header item is one which would then get distributed among the items. There can be more than one conditions to distribute. Say freight would be distributed WRT Weight, where as header discount would distribute with net price. The same would apply to sche line condition data...

**685. What is business change and impact ? it is a step in project realization stage ? if am wrong,please correct ?**

**A.** A Business change is a modification or an alteration to one or more existing business processes/ systems.

The impact is the result of this change which accommodates dynamics of business environment.

**686. What is the tool ur company is using for support?**

**A.** Tools like remedy, RADIX, Perigreen and different type of tools are used in support projects and tools like ASAP, solution manager, business engineer are used for implementation of projects.

**687. What should you do if the ship to party & all other partner functions are not being determined at the time of sales order creation?**

**A.** U have to do partner determination for the sales doc level for doc type in transaction code for partner determination is (vopa) or in img -sd-basic functions do partner determination.

**688. How the freight charges are calculated in Pricing?**

**A.** The freight charges are condition records and condition type is maintained in pricing procedure. the correct

Transaction to create condition records is VK11/VK12/VK13.

**689. What is the purpose of the request number which is generated when u save a customisation?**

**A.** Request # wil be of format SysIdKxxxxxx, where sys id is your DEV(development), QAS (Quality) or PRO (Production) clients, letter K followed by a 6 digit number. Each Task in IMG is attached with a Req #. When we need to transport the requests from 1 client to another Eg: DEV to QAS, we 1st need to release lower level requests followed by higher level requests using SE09 / SE10. Only then we will be able to transport them which Basis guy does

**690. A customer has 2 materials one is third party mat(TAS),Second one is normal mat(TAN)..These both items entered in one sales order and his requirement is he wanted in single invoice with out splitting? How can we do this?**

**A.** Check OR To F2 copy controls. Add TAN item category with controls same as BVN (in BV to BV copy controls) Make TAN :Billing relevance B Now create OR with one item TAN & other TAS. Do delivery and PGI for TAN item. Do PO and MIRO for TAS item. Create billing doc with VF01 and Order reference and get both the items.

**691. What is solution manager?**

**A.** Solution manager is a central customer platform using the tools, methodologies, contents, procedures for effective & efficient use during implementation, operations & on going support during the project phase.

**692. How is plant determined?**

**A.** System searches for the plant in the following manner:-

- (1) first it searches for a plant from CMIR(customer-material info record).
- (2) If it is not found there then it will search for a plant in Customer master record of ship-to-party.
- (3) If still it could not be found then it will check in material master in Sales general/Plant view. in this sequence the plant is determined

**693. What is header condition type and in sales order how header condition type gets its value? Do we maintain access sequence for header condition types?**

**A.** header condition is one which is applied across all the items in the sales document. The header conditions are not assigned to any access sequence.

**694. what happens if we check 'exclusive' indication in access sequence, and what happens if we do not check?**

**A.** It Controls whether the system stops searching for a record after the first successful access for a condition type within an access sequence. If you don't check it , even it finds a record with the first search it checks the with remaining accesss. It is better to use this indicator in view of fine tuning of the condition technique.

**695. what is the purpose of sales document type?**

**A.** A sales document type fulfills a requirement of a specific business transaction.. for example in a cash sale you would require the delivery to be happenign immediately after the order and you would require a invoice slip to be handed over to the customer immediately after his purchase. These things are customized in your Cash sales(CS) document type

**696. what are the differences between invoice and billing document?**

**A.** INVOICE IS DOES NOT HAVE ANY IMPACT ON THE FI WHERE AS A BILLING DOC UPDATES IN FI.

INVIOCE IS ONLY A REFERENCE TO THE CUSTOMER AND THE EMPLOYEE OF THE COMPANY SAY PROFORMA INVOICE WHERE AS A BILLING DOC CREATES AND IMPACT IN BOTH THE CUSTOMERS

ACCOUNT AS WELL AS THE COMPANY ACCOUNTS

**697. What is the difference between routine and requirements?**

**A. 1.** Requirements are used in different area of SD, for example requirement in pricing procedure, it restrict the

access of the condition type. for example the rebate condition type bo01 has the requirement 24 it means that this condition type should appear in the billing document. routine means the program written for the requirement i.e. the logic written in the abap code.

**698. how to do testing in sap R/3.... i need the testing process in SAP SD?**

**A.** In any SAP Project testing can be happen in 3 phases. Unit testing happens in Dev server.

Integration and User Acceptance Test happens in Quality Server. These all are done manually step by step.

We have got standard SAP Test Scripts/prepares based on the Client/company/Project. Unit Testing: it can be tested in bits and pieces (Ex: Sales order Creation).

Integration Testing: OTC Flow (Create Sales order to Invoice).

User Acceptance done by the Client in "Q", if they are satisfied with the result they will give Sign-off for the

project. There is another sort of testing so called Automated Regression Testing. that can be done by eCATT/IBM Rational Tools.

**699. What are the New Dimensions are in SAP?**

**A.**

**700. what is R/3 Architecture? Its means Real Time 3 Tier Architecture...**

**701. what are different SAP Version u know?**

**SAP ECC 5.0 - 2004 and SAP ECC 6.0 on 2005.**

**702. What are modules and there sub-modules in SAP?**

**703. What is purpose of Costumer and Material Master Data?**

**704. What is purpose of Document Master Data?**

**705. What is purpose of Sales Area?**

**706. What are SAP Business Workflows?**

**A.** Using SAP Business workflows, one can define the business processes that are not yet mapped into SAP system. Workflows are suitable for the situations where the given task is executed repeatedly or when the large number of people is involved in the completion of that work. Workflows can be used in conjunction with the existing business scenarios. For e.g. during the standard functionality errors or

exceptions occurs then workflow can be triggered on these actions. There are lots of standard workflows available from SAP for different areas like Sales & Distribution (SD), Travel Management (TV), Treasury (TR), General Logistics (LO), and Personnel Management (PA) etc.

### **707. How is plant determined?**

**A.** System searches for the plant in the following manner:-

- (1) first it searches for a plant from CMIR(customer - material info record).
- (2) If it is not found there then it will search for a plant in Customer master record of ship-to-party.
- (3) If still it could not be found then it will check in material master in Sales general/Plant view in this sequence  
the plant is determined

### **708. What is header condition type and in sales order how header condition type gets its value? Do we maintain access sequence for header condition types?**

**A.** header condition is one which is applied across all the items in the sales document. The header conditions are not assigned to any access sequence.

### **709. BOM used in which modules?**

**A. MM, SD, PP, CRM**

### **710. Where is shipping conditions stored?**

**A.** shipping condition are stored in the customer master record, ie sales area data view in the sales tab page, we

also maintain in the customer material info record, and we can manually maintain in the sales order

### **711. Explain about how the ticket process goes?**

**A) 1. VOIP:** Voice on Internet Protocol. here client will call directly to the consultant.

2. Tool (REMEDY/RADIX).
3. Clarify /Peregrine –IBM 4. Service center Etc

### 712. What are the different Accounting entries of different Posting?

<p><b>After Excise Invoice created ?</b></p> <p><b>Customer A/c Dr 1000</b></p> <p><b>To Revenue A/c Cr 900</b></p> <p><b>To Excise Duty Payable A/c Cr 75</b></p> <p><b>To Sales Tax Payable (local/Central) A/c Cr 25</b></p>	<p><b>After Billing Document is created ?</b></p> <p><b>Customer A/c Dr</b></p> <p><b>To Revenue A/c Cr</b></p> <p><b>To Out Put A/c Cr</b></p>
<p><b>PGi Account Entry</b></p> <p><b>COGS A/C Dr</b></p> <p><b>To Inventory A/C Cr</b></p>	<p><b>Factory Sales A/c entry for Bill Doc</b></p> <p><b>Customer A/c Dr</b></p> <p><b>To Sales A/c Cr</b></p> <p><b>To Cenvat Suspense A/c Cr</b></p>

### 713. What are the Report ur created on the Requirement of Client?

1. **ZCCH** – Customers Credit History Report, After creating the Report we have to assign this report structure to New the T.Code which is created with :Z" – Ex: ZCCH
2. **ZCFD** - Customers Sales Tax Concessional Forms Details Report
3. **ZPPR** - Procurement Planned Dates Reports

4. **ZPMR** - Sales of Most Popular Material in Regional area wise/ Sales Office Wise

**713.A.What are important Standard Reports are there?**

Sales Summary: VC/2 -- Pricing Reports: V/LD --- List Customers Material Info : VD59,

List of Orders Documents with are Blocked: V.14

**713.B. Explain the difference between contracts and scheduling agreements?**

**A)** Scheduling Agreement is the agreement between consumer and company having fixed delivery dates and fixed quantity. Contract is the agreement between company and consumer for certain period of time.

**714. Explain to me in detail Alternate condition base value, and alternate calculation type?**

1. **ALTERNATE CALCULATION TYPE** : This function allows you use a formula as an alternative in finding the value of the condition type, instead of standard condition technique. this can be used to calculate complex tax structures.
2. **ALTERNATE CONDITION BASE VALUE** : The alternative condition base value is a formula assigned to a

condition type in order to promote an alternative base value for the calculation of a value.

**715. What is the function of counter in pricing procedure ? Please explain with an example ?**

**Counter is used to show a second mini-step within an actual step.** For example, you may have all your freight charges assigned to step 100, however there may be three condition types, each representing a different freight charge. Thus you can assign a freight condition type to step 100 counter 1, another to step 100 counter 2; another to step 100 counter 3; and so on

**716. How we will configure milestone billing , periodic billing and which scenario we will use?**

1. **Milestone billing** is a plan type where a customer is billed for the amount distributed between the dates until total value is reached eg: if the total billing amount is 1000 USD for a year. You will bill the customer in different amounts say 200, 500, 300 at different intervals as per customer agreement.
2. **Periodic billing** is billing the customer for the total amount(here 1000 USD) at regular intervals periodically until the customer agreement is reached. eg: 1000/12 for a 1 year agreement and say billed at the 1st day of every month.

#### **716. What is purpose of Requirement in Pricing Procedure?**

**A)** Requirement is nothing but routine written by abapers according to client requirement Ex: some condition type that should be de-activates at order level or activate at billing level.

Suppose routine 23 and 24 can be used at billing document for rebates (condition type for rebates bi01 and bi02 ). We add this condition type at in our pricing procedure so that this document de-activates at order level and activates at billing document level

#### **717. What are the differences between invoice and billing document?**

**A)** INVOICE IS DOES NOT HAVE ANY IMPACT ON THE FI WHERE AS A BILLING DOC UPDATES IN FI. INVIOCE IS ONLY A REFERENCE TO THE CUSTOMER AND THE EMPLOYEE OF THE COMPANY

SAY PROFORMA INVOICE.

**B)** Billing is the Document is generated for the purpose of Company Accounts and Invoice is Physical document sent to the Customer for the purpose of Collection of Amount which is has purchased the goods for the company.

#### **718. What is mean the Replenishment lead time:-**

**A)** The time of concern material is ready to available. RLT = GR time + delivery days

**A)** It is the time taken to produce or bring material from out side. it is based on planned delivery time and in house production time.

#### **719. What is the difference between ATP check and availability check how these reflect in sales order(which check system considers) what are the IMG settings for the same?**

1. ATP Check is checking of available Quantities i.e ATP = Total Warehouse Stock + Planned receipts(Incoming Stock) - Planned Issues (Out going stock)
2. Availability Check is an integral part of business process it determines if the desire deliverable Quantity can be met on requested delivery date or not. Then it passes to Material Requirement Planning. Or we can also say.. availability check is nothing but checking of availability of stock which is placed in the order , sys carries out this check through a available to promise (ATP) logic =where house stock +planned receipts (incoming stock)-planned issues (out going stock)

#### **720. What is difference between Material listing and Material exclusion?**

**A) Material listing** is nothing but what ever materials user assigned to particular customer, then he can

access/ Purchase those materials only.

**Material Exclusion** is nothing but excluding the particular materials to the customer, then customer

cannot access/purchase those Materials.

#### **721. What are the different types of REQUEST No id? 1. Customizing request**

2. Workbench request
3. Transport of copies
2. Relocation

#### **722. How do you connect to Client Environment Server?**

**A) Centric Mat Frame** is a tool which connects the client server and **HP server** desk and Aventail.

### **723. What does the movement type control?**

**A. Movement type** controls the physical/logical movement of materials leading to change in the stock levels in inventory

**A. All the inward and outward movement of material is controlled by movement type for example for out bound**

delivery we r using 601 movement type. Also it has an effect on inventory control of stock .

### **724. What is the difference between routine and requirements?**

**A. 1. Requirements** are used in different area of SD, for example requirement in pricing procedure, it restrict the access of the condition type. for

example the rebate condition type bo01 has the requirement 24 it means that this condition type should appear in the billing document.

**2. Routine** means the program written for the requirement i.e. the logic written in the abap code.

### **725. Explain about minimum value surcharge calculated?**

**A) Minimum Value Surcharge** (condition type AMIZ) comes into picture when you have to maintain Minimum Order Value (condition type **AMIW**). I'll try explaining this with an example.

Lets assume that you have maintained a Minimum Order Value of 100 Rs in the condition record (i.e. **AMIW**=100Rs). Now, you receive the PO with order value 60 Rs(Net Value of the order is 60 Rs), then the system will automatically copy the minimum order value (i.e. 100 Rs) as the net value of the Order. The difference amount is 40 Rs and this is known as Minimum Value Surcharge (i.e. **AMIZ**= 40Rs). This is a statistical Condition and used for internal purpose only.

### **726. What is the difference between General Item Category Group and Item Category Group?**

**A) General Item category Group** is an extension item category group. Example: if one select item category group as NORM, but under item category group, NORM can further be classified as Service item, packaging item or Normal item using "general item category group". General item category

group is maintained at client level, this field can be maintain from Basic Data View of Material Master. Thus in case item category group is missing, then general item category group is used for item category determination.

**727. What are all the documents will generate after saving Billing/invoice?**

A) After saving invoice 5 documents are generated:

1. Revenue Account
2. Customer Receivables Account
3. Profit center Account
4. Special Purchase Ledger Account
5. Profit Analysis Account

**728. What is the Different Contracts Order types and Item Category?**

T.Code	Doc Type	Description	Item Category	S.LC	I.C.Group	Material Type	M.Type
VA41	NMS	Quantity Contract	KMN	--	Norm	FERT-FG	601
VA41	WK2	Value Contract	WKN	--	Norm	FERT-FG	601
VA41	WK1	Assortment Value Contract	WKN	--	Norm	FERT-FG	601
VA41	SC	Service Contract	TAD	--	LEIS	DIEN –Service	601
VA41	QP	Rental Contact	MVN	--	LEIS	DIEN -Service	601

**729. In sales order how system does picks up plant?**

A) **first** system looks in the following way : 1) Customer material Info Record  
2) Customer master record  
3) Material Master Record

**730. If we don't give the horizon period in dynamic credit check what will happen?**

A) 1. IT WILL work as STATIC OR SIMPLE CREDIT CHECK  
A) 2. AS YOU ARE NOT MAINTAINING THE CREDIT HORIZON FOR CHECKING PURPOSE  
SYSTEM WILL CONSIDER TODAY'S DATE AS DEFAULT.

**731. How is Credit Control Area Determination?**

1. COMPANY CODE + CUSTOMER RISK CATEGORY + CREDIT GROUP = CREDIT CONTROL AREA

**732. What is the difference between ERB and ERU account keys?**

A) **ERB:** Rebate Rate, **ERU:** Rebate Accrual Rate

**733. What is the difference between condition type EK01 and EK02?**

A) **EK01- IT IS A CALCLATED COST:** The result of unit costing can be used as base for price (pr00)  
Determina

**EK02- IS A ESTIMATED COST :** The result of unit costing simply taken as a statistical value

**734. How is Revenue A/c is determination:**

1. Application, 2.chart of accounts 3. Sales Org 4.condition type
5. Account assignment group from customer 6. Account assignment group from material 7. Account key

**735. What is condition supplement and why is it used?**

**A)** A condition supplement is a group of conditions that should be applied every time a certain condition is found. Eg: If you define a material price, you'll enter condition records for that material and the corresponding price. If you also want to give discount to that material every time the price is determined, you can enter the discount condition type as a condition supplement. So whenever the price is determined for the material, it'll automatically include the discount condition records.

**736. In R/3 system name the different kinds of messages?**

**A.** 6 type of messages 1 -termination- 2 -error 3 -information 4 -status 5 -warning 6 -exit

**737. What is the Difference between Reconciliation A/C and Normal Posting A/c?**

**A)** Generally all the revenue postings are made to the G/L Account. We maintain reconciliation account for customers, vendors etc and the postings from the normal G/L account are updated automatically to the corresponding Reconciliation Account. In other words, manual entries can be posted in the normal

G/L account and the same is not possible in the Reconciliation Account, as these are automatically updated.

**738. Explain About Dunning Procedure?**

**A.** Dunning procedure is used for credit management, if customer's outstanding goes behind decided credit terms then you can send dunning letter to customer for reminder. You can use by t-code F150

**739. What are the different types of SAP Projects is available?**

**1. Supporting 2. Implementation 3. Up gradation 4. Maintenance 5. Roll Outs etc**

**740. What is Batch Management and Explain it?**

**A)** Partial quantity of a material which is managed separately from other partial quantities of the same Material. The main characteristics of a batch are **homogeneity and Non-reproducibility**.

**FEATURES:** 1. BATCH NUMBER ASSIGNMENT 2. BATCH SPECIFICATION 3. BATCH STATUS MANAGEMENT  
4. BATCH DETERMINATION 5. BATCH RECORD 6. BATCH-WHERE-USED LIST

## 7. ACTIVE INGREDIENT MANAGEMENT 8. BATCH DERIVATION

BATCH MANAGEMENT/PROCESS IS PARTICULARLY USED IN FOLLOWING INDUSTRIES

1. CHEMICAL 2.PHARMACEUTICALS 3.COSMETICS 4.HEALTH AND HYGINE 5.FOODSTUFFS 6.RETAIL

- **741. What is variant configuration?.**

A. It is tool which helps to simplify the complex manufacturing of final Product with more varieties and Variation of the input material. Ex: Automobile Manufacturing and Furniture.

M.Type	Description	I.C.G	Description	Item Category	Description
KMAT	Variant Configure Material	0002	Configuration	TAC/TAE	Variant Configuration / Explanation

### 742. Which are the other module which are integrated to Variant Configuration?

- CA -Classification
- LO -Material Master
- PP -Bill of Material
- PP -Routings
- PP-PI Master Recipes
- SD -Sales
- SD -Conditions
- MM -Purchasing
- CO -Costing
- PP -Material Requirements Planning (MRP) > PP -Production Orders

### 743. What are Different of T.Codes are used to create and maintain the Variant Configuration?

**CT01:** Create Characteristics - Zbike, where in values mention the Color of the bike like Red, Blue etc

**CT04:** Create another Characteristics - ZPrice, where directly go the additional data tab and maintain the table SDCOM and field VKOND (ABAP Dictionary it will ask for)

**CL01:** Assign these two characteristics to a Class – Zbike\_class (Type 300) in characteristics tab page.

**CL02:** T.Code for Change Variant Class.

**CU41:** Go to Configuration profile – Then select the material and enter the description & click on the class

assignment i.e. assign Zbike\_class.

**CU01: Create** of Dependencies

**CT04:** Now go back to **CT04** - enter Zbike -go to values- select Red- go to extras - Other Dependencies – Select Procedure enter in front 10 write - self.ZPrice='Red' and save.

- Now go back go to extras - Other Dependencies - assignments and assign relationship (by default it

will come & then just save)

- Now go to VK11 - Enter VA00 (Condition)(For Std RVA001 Pricing Procedure) - enter variant Red

and Blue give the rates accordingly and create the sales order.

**MMNR: T.Code** For Variant Number Ranges

**MMK1:** To Create Configuration Material

**MC(B: Report for an Variant Configuration Analysis**

**744.What is the purpose of Variant Tables Structure?**

**A.** Tables are used to store combinations of values for different characteristics – for example, you can only have a gray car interior if the car's paintwork is blue

**745. What is the Features of Variant Configuration in SAP?**

- To Ensure right choice is delivered
- Easy for the sales person to select
- Communication is fast and clear
- Ensures production of right item

**746. What is purpose of maintaining the Configurable Profile?**

**A.** Configuration Profiles is maintain for configurable objects to define central settings for configuring the objects

#### **747. What are objects you can Configure?**

- Materials
- Standard networks in the Project System.
- PM General maintenance task lists
- Model service specifications

#### **748. What is the Characteristics?**

A. Variant Characteristics is nothing but the Each Set/Group of Varieties of BOM as a one set.

The purpose of maintaining the variant characteristic means – when end user creates a sales order then the system as to show the different Variant Characteristics as pop-up screen for easy access, Ex: Characteristics are like :- engine, wheels, Gear box, accessories and Paintworks

Variant configuration offers a unique feature by which requirement of creating separate material for each variant of product is eliminated by using “configurable material”, that contains all the components and operations for production planning requirements.

**Characteristics:** Characteristics are used to define the features of configurable material. These characteristics are assigned to CLASS TYPE 300. Customers can choose different options fro each characteristic, which are termed as a “VALUES”.

— The only limitations are combination of features that are not possible for either technical or marketing reasons.

- Variant configuration offers “source code” creation tool called “DEPENDENCIES” that prevents the combination of options that are not allowed.
- Dependencies select right BOM components and operations to produce a variant.
- Each configurable material is assigned to a “CLASS” via “CONFIGURATION PROFILE” which controls the configuration in the sales order.
- Variant dependent PRICE can be calculated and maintained in VARIANT CONDITIONS.

#### **749. What is the Class?**

**A.** Variant Class is used to hold the different characteristics that describe a configurable material. Ex : Class Type is 300. And Each Class consists of different Variant values.

**Note:** Variant characteristics of material can be defined and these characteristics are attached to the class. And class is attached to the Material master.

### 750. What is the value?

**A. Each Variant Value** is nothing but a Set of mini component of material with consists of same features.

And Each Character is consists of several different values

For Ex: Engine- 400 CC,600 cc, 1000 cc and Car Color- Pink, white, Green, Red, Seats- 4 or 6 etc.

### 751. What is Dependencies and what are the different types of it?

A. It is controls the interdependencies between the characteristics and characteristics values

1. Pre-conditions
2. Selection conditions
3. Actions(obsolete)
4. Procedures and
5. Constraints.

### 752. What are the Different Tables of Variant Configuration?

CUKB : Dependency CUCO : Variant Tables  <b>Characteristics :</b> CABN - Characteristics ( o.a. batch/vendor) CABNT - Characteristics description CAWN - Characteristics ( o.a. material) CAWNT - Characteristics description AUSP - Characteristic Values	<b>Links :</b> INOB - Link between Internal Number and Object KLAH - Class header data KSSK - Allocation Table: Object (vb.matnr) to Class KSML - Characteristics for a class (internal number)  <b>Class types and objects :</b> TCLAO - Several class types for object TCLA - Class types ( vb. lfa1 => v10 en 010) TCLAT - Class type text TCLT - Classifiable objects TCLC - Classification status
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### **753. What is solution manager?**

**A.** The SAP Solution Manager is a platform which provides integrated support of the life-cycle of a business solution, from the Business Blueprint via configuration to production operation. The SAP Solution Manager provides central access to tools, methods and preconfigured contents, which you can use during the evaluation and implementation, as well as in operation processing of your systems.

### **754. How is Route is Determined?**

### **755. How is the shipping point is determined?**

A. Shipping condition (CMR-sales area tab-Standard) + Loading Group(MMR- sales tab-crane) +Delivery Plant =

Shipping Point Determination

### **756. What Control the Schedule line category?**

1. **It** controls Availability Check and it controls behavior of item category and it controls **Material Requirement Planning** and its controls the Movement type of each document as if inwards or outwards of the document.

### **757. How Schedule line category?**

1. item category + MRP type = Schedule line category.

### **758. What are the Credit management functions?**

1. **Simple Credit Check** (system will show only a Error, warning and termination messages if credit limit exceeds)
2. **Automatic Credit checks:(Horizon period with time period of 2months)**
  - system will check total values of all open sales documents which are not yet delivered,
  - Total values of all open deliveries documents which are not yet invoiced and

- Total value of all open invoice documents which are not yet received the due amount from the customer

**What is the mean of SAP: A) Systems Application and Product in Data Processing**

**What is means of SIS & LIS?**

- A) Sales Information Structure.
- B) Logistics Information Structure.

Define the LIS? A) The Logistics Information system is a central integrated information system where one can create specific tables that are updated at specific stages and that can be used to report on values contained in specific fields. This LIS allows the information system to be used for controlling, monitoring and planning purposes.

**What is means of SAP IS<sub>s</sub>?**

- A) SAP ISs - SAP Industry-Specific Solutions.
- B) SAP IS-Oil : The SAP industry solution for Oil Companies.
- C) SAP IS-T : The SAP industry solution for Telecommunications

- D) SAP IS-B : The SAP industry solution for Banks
- E) SAP IS-Retail: The SAP industry solution for Retail.

**What Stands for SPRO? A)** SPRO means : SAP Project Reference Object.

**What stands of OSS?** – Online Service System.

**What stand for SAP EE?** SAP Enterprise Edition

**What stands for SAP ECC?** SAP Enterprise Central Component.

**What stands for SAP SCM 5.0?** SAP Supply Chain Management.

**What stands for SAP SCM APO?** SAP SCM Advance Planning And Optimizer.

**What are the Sub-Modules in SCM APO?**

**DP:** Demand Planning

**GATP:** Global Available To Promise.

**SNP:** Supply Network Planning.

**PP/DS:** Production Planning and Detailed Scheduling.

What is the means of ABAP? A) Advanced Business Application Programming.

What stands for TOR? –A) Transfer of Requirements

What stands for JIT? – A) Just In Time.

What stands for RLT? A) Replenishment Leas Time.

What stands for ATP? A) Available To Promise.

What stands for MTO? A) Make To Order?

What stands for ASAP? A) Acceleratory System Application and Product in data Processing.

What stands for TPI? A) Transportation Planning Interfaces.

What Stands for POI? A) Production Optimization Interfaces.

What stands for SOP? A) Sales & Operation Planning.

What stands for OEM? A) Original Equipped Manufacture.

What stands for OLTP? A) Online Transaction Processing

What stands for ALE? A) Application Link Enabling.

What stands for BAPI? A) Business Application Programming Interface.

What stands for CAPP? A) Computer Aided Process Planning.

What stands for R/3? A) Real Time Three Tier Architecture.

What stands for BPR? A) Business Process Re-engineering.

What stands for SAP EIS? SAP Executive information System.

What stands for OLAP? Online Analytical Processing

What stands for ETL? Extraction Transformation Loading

What stands for SLA? Service Level Agreement

What stands for BPR and KT? Business Process Review and Knowledge Transfer

What stands for UAT? User Acceptance Testing

What stands for SOA ? Service Oriented Architecture.

What stands for GTM ? Global Trade Management

