# SAP SALES AND DISTRIBUTION CERTIFICATION PRACTICE EXAM (SAMPLE)

## STUDY GUIDE



## SAMPLE STUDY GUIDE WITH LIMITED QUESTIONS

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# Table of Contents


Copyright ..... 1

Table of Contents ..... 2

Introduction ..... 3

How to Use This Guide ..... 4

Questions ..... 5

Answers ..... 8

Explanations ..... 10

Next Steps ..... 16


SAMPLE

# Introduction

Preparing for a certification exam can feel overwhelming, but with the right tools, it becomes an opportunity to build confidence, sharpen your skills, and move one step closer to your goals. At Examzify, we believe that effective exam preparation isn't just about memorization, it's about understanding the material, identifying knowledge gaps, and building the test-taking strategies that lead to success.

This guide was designed to help you do exactly that.

Whether you're preparing for a licensing exam, professional certification, or entry-level qualification, this book offers structured practice to reinforce key concepts. You'll find a wide range of multiple-choice questions, each followed by clear explanations to help you understand not just the right answer, but why it's correct.

The content in this guide is based on real-world exam objectives and aligned with the types of questions and topics commonly found on official tests. It's ideal for learners who want to:

- Practice answering questions under realistic conditions,
- Improve accuracy and speed,
- Review explanations to strengthen weak areas, and
- Approach the exam with greater confidence.

We recommend using this book not as a stand-alone study tool, but alongside other resources like flashcards, textbooks, or hands-on training. For best results, we recommend working through each question, reflecting on the explanation provided, and revisiting the topics that challenge you most.

Remember: successful test preparation isn't about getting every question right the first time, it's about learning from your mistakes and improving over time. Stay focused, trust the process, and know that every page you turn brings you closer to success.

Let's begin.

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# How to Use This Guide

This guide is designed to help you study more effectively and approach your exam with confidence. Whether you're reviewing for the first time or doing a final refresh, here's how to get the most out of your Examzify study guide:

### 1. Start with a Diagnostic Review

Skim through the questions to get a sense of what you know and what you need to focus on. Your goal is to identify knowledge gaps early.

### 2. Study in Short, Focused Sessions

Break your study time into manageable blocks (e.g. 30 – 45 minutes). Review a handful of questions, reflect on the explanations.

### 3. Learn from the Explanations

After answering a question, always read the explanation, even if you got it right. It reinforces key points, corrects misunderstandings, and teaches subtle distinctions between similar answers.

### 4. Track Your Progress

Use bookmarks or notes (if reading digitally) to mark difficult questions. Revisit these regularly and track improvements over time.

### 5. Simulate the Real Exam

Once you're comfortable, try taking a full set of questions without pausing. Set a timer and simulate test-day conditions to build confidence and time management skills.

### 6. Repeat and Review

Don't just study once, repetition builds retention. Re-attempt questions after a few days and revisit explanations to reinforce learning. Pair this guide with other Examzify tools like flashcards, and digital practice tests to strengthen your preparation across formats.

There's no single right way to study, but consistent, thoughtful effort always wins. Use this guide flexibly, adapt the tips above to fit your pace and learning style. You've got this!

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# Questions

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**1. Which statement accurately describes a characteristic of cash sales?**

A. The system automatically prints an order confirmation document for cash sales

B. The system prints an invoice controlled by output type RD03 when cash sales are saved

C. Deliveries are mandatory for cash sales

D. The system creates delivery documents manually after saving cash sales

**2. When creating an outbound delivery with reference to a sales order, which elements can be changed?**

A. Plant

B. Planned goods issue date

C. Delivery quantity

D. Sales order number

**3. Which settings are mandatory for working with periodic billing using rental contracts?**

A. Maintenance of a factory calendar that is assigned to the customer master

B. Assignment of a billing plan type to the item category of the rental contract item

C. Maintenance of a separate billing type that is assigned to the sales document type of the rental contract

D. Assignment of the respective billing relevance (order-related billing billing plan) to the item category of the rental contract item

**4. How can delivery routes be optimized in sales order processing?**

A. By assigning routes based on customer proximity

B. By utilizing loading group information

C. By creating fixed delivery schedules

D. By adjusting transportation conditions

**5. Which elements represent split criteria in the billing document?**

A. Material group

B. Billing date

C. Terms of payment

D. Payer

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**6. What combination of elements is crucial for determining the pricing procedure in a sales document?**

A. Document pricing procedure, customer pricing procedure, condition master data

B. Sales area, company code, and customer credit limit

C. Order type, sales representative, and delivery method

D. Pricing condition, customer hierarchy, and material type

**7. Which statements regarding the post goods issue process are correct?**

A. The post goods issue changes stock account values in accounting

B. The post goods issue reduces stock levels

C. The post goods issue process is executed with reference to the respective sales order

D. The post goods issue is invoked only once for each delivery

**8. Which of the following best describes the role of a delivery document in consignment processing?**

A. It is essential for billing

B. It must be created before the consignment stock is allocated

C. It directly affects the pricing conditions of the sale

D. It can be ignored if the consignment is already established

**9. Which factor is crucial for determining the revenue recognition in sales documents?**

A. Sales document type

B. Customer's payment terms

C. Material master data

D. Delivery date

**10. What is required for using warehouse transfer orders during delivery processing?**

A. You must activate the assigned warehouse as a lean warehouse

B. In the organization structure, assign a warehouse to a combination of plant and storage location

C. You must make the sales document type active for warehouse management

D. You must activate the storage location as picking relevant

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# Answers

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1. B
2. C
3. B
4. A
5. C
6. A
7. A
8. A
9. A
10. B

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# Explanations

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## 1. Which statement accurately describes a characteristic of cash sales?

A. The system automatically prints an order confirmation document for cash sales

B. The system prints an invoice controlled by output type RD03 when cash sales are saved

C. Deliveries are mandatory for cash sales

D. The system creates delivery documents manually after saving cash sales

*The statement that accurately describes a characteristic of cash sales is that the system prints an invoice controlled by output type RD03 when cash sales are saved. In SAP's Sales and Distribution module, cash sales transactions are distinct in that they often involve immediate payment from the customer. Upon saving a cash sales order, the system automatically generates an invoice, which is governed by the specific output type, usually RD03 for cash sales invoices. This process ensures that the customer receives appropriate documentation at the point of sale. This characteristic highlights the integrated nature of sales processes within the SAP environment, where cash sales streamline payment and documentation. The ability to immediately generate an invoice helps improve cash flow and reduce the administrative burden associated with billing. Other statements such as those regarding automatic printing of order confirmation documents, the mandatory nature of deliveries, or manual creation of delivery documents do not align with the established processes for cash sales. Typically, in cash sales, an invoice serves as the primary document without the requirement for separate order confirmations or deliveries, as the transaction is considered complete upon payment and order entry.*

## 2. When creating an outbound delivery with reference to a sales order, which elements can be changed?

A. Plant

B. Planned goods issue date

C. Delivery quantity

D. Sales order number

*When creating an outbound delivery with reference to a sales order, the delivery quantity can indeed be changed. This flexibility allows for adjustments based on current inventory levels, customer requests, or modifications in the order fulfillment strategy. It is important to maintain process efficiency and customer satisfaction by accurately reflecting the quantities that can be dispatched. In contrast, certain elements such as the sales order number remain fixed since they define the specific transaction being referenced. Similarly, the plant, which indicates where the goods are to be shipped from, is generally determined by the sales order's configuration and cannot be altered at the point of creating the outbound delivery. The planned goods issue date might be set based on the sales order but does not typically allow for significant changes at this stage without creating complications in logistics.*

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**3. Which settings are mandatory for working with periodic billing using rental contracts?**

A. Maintenance of a factory calendar that is assigned to the customer master

B. Assignment of a billing plan type to the item category of the rental contract item

C. Maintenance of a separate billing type that is assigned to the sales document type of the rental contract

D. Assignment of the respective billing relevance (order-related billing billing plan) to the item category of the rental contract item

*To effectively manage periodic billing in the context of rental contracts within SAP, the assignment of a billing plan type to the item category of the rental contract item is essential. This setting ensures that the system understands how to process and generate invoices based on the predefined billing schedule for the rental items. When a billing plan type is assigned, it defines critical details such as the frequency of billing (e.g., monthly, quarterly) and the specific conditions under which billing will occur. This allows the system to automate the billing process according to the established terms of the rental contract, reducing manual intervention and potential errors. Without this assignment, the system would lack an understanding of how the pricing should be applied over time, leading to difficulties in managing cash flow and customer relations as billing would not align with the expected rental payment schedule. Thus, this requirement is crucial for seamless periodic billing operations in rental scenarios.*

**4. How can delivery routes be optimized in sales order processing?**

A. By assigning routes based on customer proximity

B. By utilizing loading group information

C. By creating fixed delivery schedules

D. By adjusting transportation conditions

*Optimizing delivery routes in sales order processing is crucial for enhancing efficiency and reducing costs in logistics. Assigning routes based on customer proximity is highly effective because it allows for the grouping of deliveries that are geographically close to one another. This strategy minimizes travel time and fuel consumption, enabling transportation resources to serve more customers in less time. Incorporating proximity in route planning leverages geographical data to create a more streamlined delivery process. This method can improve customer satisfaction by ensuring timely deliveries and might reduce transportation expenses significantly. While loading group information, fixed delivery schedules, and adjusting transportation conditions do contribute to the logistics process, they serve different functions. Loading group information tends to focus on the manner in which goods are packed and transported. Fixed delivery schedules are useful for known delivery cycles but may not optimize routes dynamically based on real-time conditions. Adjusting transportation conditions can refine the details of delivery but does not inherently improve route selection based on proximity. Therefore, prioritizing customer proximity is the most direct and impactful method for optimizing delivery routes.*

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## 5. Which elements represent split criteria in the billing document?

A. Material group

B. Billing date

C. Terms of payment

D. Payer

*The correct answer relates to the concept of split billing in SAP SD (Sales and Distribution). The terms of payment can indeed serve as a critical criterion for determining how a billing document is split. In scenarios where different payment terms apply—for example, if an order includes multiple items with varying payment terms—the billing process may necessitate splitting the document into separate invoices to accommodate these terms adequately. This ensures that each part of the billing is handled according to the specific payment arrangements, which can differ for various items or customer agreements within the same transaction. Therefore, recognizing terms of payment as a split criterion helps ensure accurate processing and compliance with customer agreements. The other options, such as material group, billing date, and payer, are relevant to different aspects of the billing process but do not specifically serve as split criteria in the same way terms of payment do. Material groups relate to categorizing products, billing dates refer to when the billing is generated, and the payer identifies the party responsible for payment, but none of these directly indicate a need to split the billing document based on differing terms of payment.*

## 6. What combination of elements is crucial for determining the pricing procedure in a sales document?

A. Document pricing procedure, customer pricing procedure, condition master data

B. Sales area, company code, and customer credit limit

C. Order type, sales representative, and delivery method

D. Pricing condition, customer hierarchy, and material type

*The combination of document pricing procedure, customer pricing procedure, and condition master data is fundamental for determining the pricing procedure in a sales document. The document pricing procedure is essential as it defines how pricing is to be processed for the specific sales document type in question. It sets the framework for how various pricing elements will interact with one another. On the other hand, the customer pricing procedure tailors the pricing process to the specific needs and agreements made with the customer, allowing for flexibility based on each customer's particular circumstances and negotiations. Condition master data provides the specific pricing conditions (like discounts, surcharges, taxes, etc.) that are applicable to the sales document. This data enables the system to pull in the relevant conditions that will influence the final pricing based on the document and customer parameters. Combining these three elements ensures that pricing is accurately calculated, reflecting both the business rules defined in the system and the agreements made with customers, making it a pivotal aspect of the sales and distribution process.*

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## 7. Which statements regarding the post goods issue process are correct?

A. The post goods issue changes stock account values in accounting

B. The post goods issue reduces stock levels

C. The post goods issue process is executed with reference to the respective sales order

D. The post goods issue is invoked only once for each delivery

*In the context of the post goods issue (PGI) process in SAP, the accurate statement focuses on the financial implications associated with stock movement and accounting entries. When a post goods issue is executed, it signifies that the goods have been physically shipped to the customer, marking a crucial transition in inventory management and accounting practices. One of the important effects of the PGI is its direct impact on stock account values within the accounting module. This process will typically lead to a reduction in the stock quantity in the inventory management module while simultaneously creating accounting entries that are recognized in financial accounting. Essentially, through this posting, the system updates the accounting records to reflect the decrease in stock value. This synchronization ensures that both the stock levels in inventory and the corresponding values in financial statements are aligned with the actual operational reality. Other statements may have aspects of truth, but they are either too specific or do not capture the comprehensive nature of the PGI transaction's effects as thoroughly as the correct one. For example, while the post goods issue does reduce stock levels, it also notably affects the accounting entries, which is a more comprehensive aspect of the process. The relation to a sales order, while relevant, does not inherently address the financial impact of stock valuation changes, and the*

## 8. Which of the following best describes the role of a delivery document in consignment processing?

A. It is essential for billing

B. It must be created before the consignment stock is allocated

C. It directly affects the pricing conditions of the sale

D. It can be ignored if the consignment is already established

*In consignment processing within SAP Sales and Distribution, the delivery document plays a crucial role as it is part of the logistics execution process. This document serves as a proof of delivery, detailing the movement of consignment stock, which has not yet been invoiced to the customer. The delivery document is essential for billing because it acts as the basis for creating billing documents once the consignment stock is withdrawn by the customer. This ensures that all stock movements are accurately tracked and billed. Understanding the other choices provides insight into why they may not be the best descriptions of the role of a delivery document. For instance, while the delivery document does relate to stock allocation, it is not mandatory for the document to be created before allocating consignment stock. Furthermore, while pricing conditions exist in the broader context of sales transactions, the delivery document does not directly influence those conditions; instead, billing and invoicing are where pricing conditions apply. Lastly, the notion that a delivery document can be ignored if the consignment is already established overlooks its significance in tracking and accounting for stock movement and billing, making it an integral part of the process.*

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## 9. Which factor is crucial for determining the revenue recognition in sales documents?

A. Sales document type

B. Customer's payment terms

C. Material master data

D. Delivery date

*The sales document type is vital for determining revenue recognition in sales documents because it dictates how business processes are handled and how revenue is recorded. Each sales document type can have different rules and conditions regarding when and how revenues are recognized. For instance, some document types may trigger revenue recognition upon order confirmation, while others do so upon delivery or invoicing. Additionally, the sales document type can define whether a sale is a standard order, a return, a consignment, or a project-related sale, each of which can have specific accounting and revenue recognition implications. By setting these parameters through the sales document type, organizations ensure compliance with accounting standards and provide accurate financial reporting. Other factors such as the customer's payment terms, material master data, and delivery date also play roles in the sales and distribution process. However, they do not directly establish the criteria for when revenue should be recognized. Instead, they support the broader transactional framework that the sales document type specifies.*

## 10. What is required for using warehouse transfer orders during delivery processing?

A. You must activate the assigned warehouse as a lean warehouse

B. In the organization structure, assign a warehouse to a combination of plant and storage location

C. You must make the sales document type active for warehouse management

D. You must activate the storage location as picking relevant

*The correct answer is that in the organization structure, it is necessary to assign a warehouse to a combination of plant and storage location for using warehouse transfer orders during delivery processing. This requirement is crucial because it establishes the relationship between the warehouse and the logistical units involved in management processes. By linking a warehouse to a specific plant and storage location, the system can effectively manage inventory and streamline operations related to deliveries. This linkage allows for accurate tracking of materials and helps facilitate appropriate order fulfillment processes. It ensures that the warehouse knows which items are available for processing and contributes to optimizing storage and operational efficiency. In contrast, while activating a warehouse as a lean warehouse, making the sales document type active for warehouse management, or activating the storage location as picking relevant are important configurations, they do not specifically address the foundational requirement of assigning the warehouse to the correct plant and storage location, which is essential for executing transfer orders effectively in delivery processing.*

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# Next Steps

Congratulations on reaching the final section of this guide. You've taken a meaningful step toward passing your certification exam and advancing your career.

As you continue preparing, remember that consistent practice, review, and self-reflection are key to success. Make time to revisit difficult topics, simulate exam conditions, and track your progress along the way.

If you need help, have suggestions, or want to share feedback, we'd love to hear from you. Reach out to our team at hello@examzify.com.

Or visit your dedicated course page for more study tools and resources:

https://sap-salesanddistributioncertification.examzify.com

We wish you the very best on your exam journey. You've got this!

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