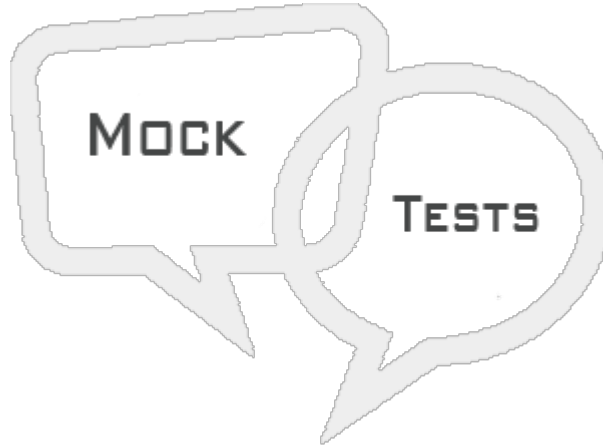


# SAP SD MOCK TEST

This section presents you various set of Mock Tests related to **SAP SD**. You can download these sample mock tests at your local machine and solve offline at your convenience. Every mock test is supplied with a mock test key to let you verify the final score and grade yourself.



## SAP SD MOCK TEST I

**Q 1 - Which of the following is not a component in SAP Sales and Distribution?**

- A - Sales Support
- B - Production Planning
- C - Billing Related
- D - Foreign Trade

**Q 2 - Which of the following represents correct order of steps performed in SAP Sales and Distribution lifecycle?**

- A - Raising Sales Order, Checking availability, Goods Pickup, Outbound delivery, Billing
- B - Raising Sales Order, Goods Pickup, Outbound delivery, Checking availability, Billing
- C - Checking availability, Raising Sales Order, Billing, Goods Pickup, Outbound delivery
- D - Raising Sales Order, Checking availability, Outbound delivery, Goods Pickup, Billing

**Q 3 - While creating customer master data, which of the following T-Code is used to create master data with company code level and data is stored in tables KNA1 and KNB1?**

- A - XD01
- B - VD01
- C - FD01
- D - All of the above

**Q 4 - Which of the following shows a partner type in a business process?**

- A - Customer
- B - Vendor
- C - Sales Personnel
- D - Contact Person
- E - All of the above

**Q 5 - Which of the following is not a partner function for partner type Customer (CU)?**

- A - Sold to Party
- B - Ship to Party
- C - Contact Person
- D - Payer
- E - Bill to Party

**Q 6 - You have implemented SAP in your company and now you want to put all your stocks in SD system. Which of the following movement type is used for receiving goods with Purchase Order?**

- A - Movement type 561
- B - Movement type 501
- C - Movement type 601
- D - All of the above

**Q 7 - Which of the following shows a customer account group type that can be created in SAP S&D?**

- A - Domestic Customer
- B - International customer
- C - One Time Customer
- D - All of the above

**Q 8 - While creating a Sales order, if you don't mention Sales area, where does the system take the sales area?**

- A - Product Master
- B - Customer Info Record
- C - Customer Master

D - Vendor master

**Q 9 - When you create Sales order, which of the following Customer partner function is used to determine the plant?**

A - Bill to Party

B - Ship to Party

C - Sold to Party

D - Sales Personnel

**Q 10 - To perform availability check in Sales area life cycle, which of the following object of enterprise structure is used?**

A - Company Code

B - Customer Master

C - Sales Personnel

D - Plant

E - Sales Organization

**Q 11 - Which of the following correctly defines credit exposure?**

A - Open Sales Order

B - Open Sales Order & Open Deliveries

C - Open Sales Order & Open Deliveries & Open Invoices

D - Open Sales Order & Open Deliveries & Open Invoices & Open Items

**Q 12 - Which of the following activity comes under presales activities in Sales and distribution?**

A - Inquiries

B - Quotation

C - Sales order

D - A & B

E - A, B & C

## ANSWER SHEET

**Question Number**

**Answer Key**

|    |   |
|----|---|
| 1  | B |
| 2  | D |
| 3  | C |
| 4  | E |
| 5  | C |
| 6  | B |
| 7  | D |
| 8  | C |
| 9  | B |
| 10 | D |
| 11 | D |
| 12 | D |