

Latest Version: 7.1

Subjects

1. Model Sales & Operations Processes
2. General Configuration of a Planning Area
3. Demand Planning
4. Solution Architecture & Data Integration
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Topic: 1

Model Sales & Operations Processes

Question: 1

The (Unconstrained) Consensus Demand Plan is calculated with the help of several key figures. Which group of key figures give input to this Consensus Demand Plan?

- A. Demand Plan, Marketing and Market Forecast, Sales & Sales Mgr Forecast and Target Inventory
- B. Demand Plan, Marketing and Market Forecast, Sales & Sales Mgr Forecast and Finance Plan
- C. Demand Plan, Demand by Location, Sales & Sales Mgr Forecast and Finance Plan
- D. Demand Plan, Marketing and Market Forecast, Actual Inventory and Demand by Location

Answer: B

Model Sales & Operations Processes

Question: 2

Which constraints will be considered during a time-series finite heuristic run?

Note: There are 3 correct answers to this question.

- A. Priority managed by costs
- B. Co-production
- C. Maximum Inventory
- D. Fixed costs
- E. Lot Sizes

Answer: B, C, E

Model Sales & Operations Processes

Question: 3

Which of the following are features of the S&OP process templates? Note: There are 2 correct answers to this question.

- A. The S&OP process step can be started with an application job.
- B. All process templates are assigned to dashboards.
- C. Each step depicted in the template can have tasks associated with it.
- D. New instances of templates allow for re-use of the same processes.

Answer: C, D

Model Sales & Operations Processes

Question: 4

To visualize an organization's Sales and Operations process, you model an SAP IBP for sales and operations process chevron.

Which characteristics are part of this process chevron?

Note: There are 3 correct answers to this question.

- A. Each step has an owner and participants
- B. A fixed amount of steps
- C. A step can be started based on a specific owner
- D. Each step has a start and end date
- E. Each step has one task

Answer: A, D, E

Model Sales & Operations Processes

Question: 5

SAP Integrated Business Planning is delivered with Out-of-the-Box Sample Planning models. Which Planning Models could be used as a reference for Sales and Operations Planning implementations?

- A. SAP4 and SAP6
- B. SAPIBP1 and SAP6
- C. SAP4 and SAPIBP1
- D. SAP4 and SAP7F

Answer: C

Model Sales & Operations Processes

Question: 6

SAP IBP for sales and operations planning contains several stages according to several analyst companies. Which stages are valid for SAP IBP for sales and operations planning? Note: There are 3 correct answers to this question.

- A. Building demand driven supply chain capabilities
- B. Matching Demand with Supply
- C. Create optimized production schedule
- D. Optimizing inventory
- E. Optimizing demand

Answer: A, B, D

Model Sales & Operations Processes

Question: 7

Which steps belong to a typical inventory planning process?
Note: There are 3 correct answers to this question.

- A. Multistage inventory optimization
- B. Target inventory components
- C. Outlier correction
- D. Segmentation
- E. Gating factors

Answer: A, B, D

Topic: 2

General Configuration of a Planning Area

Question: 8

You have set up a planning area, and data is now available. You adjust the necessary time profile settings and run a consistency check. Which settings can you change and still run a successful consistency check?

Note: There are 2 correct answers to this question.

- A. Change the description of the attributes in the time profile.
- B. Change the past and future horizon of the levels in the time profile.
- C. Add an additional required attribute to the time profile.
- D. Add a new time profile level to the time profile.

Answer: A, B

General Configuration of a Planning Area

Question: 9

You are reviewing the master data types that are often used for supply and inventory planning.

Which master data types are compound master data types?

Note: There are 2 correct answers to this question.

- A. SOURCECUSTGROUP
- B. SOURCECUSTOMER
- C. SOURCELOCATION
- D. SOURCEPRODUCTION

Answer: C, D

General Configuration of a Planning Area

Question: 10

What function would you use to configure a year-to-date calculation?

- A. Rolling Aggregation
- B. Dynamic Rolling Aggregation
- C. Cumulative Aggregation
- D. Last Period Aggregation

Answer: C