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Subjects

1. Corvane Bearing Systems Validates Its New Sales Channel
2. Yarraline Coffee Roasters Prepares Its Wholesale Channel Rollout
3. Mirenza Ceramics Scales Its Order-to-Cash Operation
4. Verantis Surgical Extends Its Order-to-Cash Across Europe
5. Cindral Greenhouse Systems Scales Its Order-to-Cash Program
6. Nordaxon Electronics Validates Its Returns and Complaints Flow
7. Palveron Pharma Distribution Validates Its Delivery Flow
8. Halvenar Cold Chain Systems — Order-to-Cash Rollout Wave
9. Tellwright Lubricants Stabilizes Its Order-to-Cash Process
10. Holmqvist Gearworks extends its order-to-cash to a wholesale sales area
11. Galdane Valves extends its order-to-cash to a regional distributor network
12. Ferrovan Packaging extends its order-to-cash to a spare-parts service line
13. Ennerdale Fertilizers extends its order-to-cash to a export project channel
14. Lechfeld Compressors extends its order-to-cash to a cross-border trade lane
15. Kvarnholm Flooring extends its order-to-cash to a consignment stocking model
16. Jotunmark Sportswares extends its order-to-cash to a framework supply programme
17. Inverlochy Wallcoverings extends its order-to-cash to a direct retail channel
18. Penderyn Textiles extends its order-to-cash to a service billing arrangement
19. Oberland Beverages extends its order-to-cash to a rebate distributor deal
20. Norsholm Bearings extends its order-to-cash to a made-to-order project line
21. Marchmont Ceramics extends its order-to-cash to a returns and complaints flow
22. Axletone Forgings Extends Its Scheduling Agreement Program
23. Brantwell Turbomachinery Prepares Its First Milestone Billing Run
24. Kessler-Braun Chemicals Stabilizes Its Order-to-Cash Pricing
25. Sales Document & Item/Schedule-Line Configuration
26. Pricing & the Condition Technique
27. Billing & SD-Finance Integration
28. Delivery, Shipping & Availability
29. Business Partner & Customer Master Data
30. Outline Agreements
31. Output & Text Control
32. Sales Enterprise Structure & Organizational Units

Topic: 1
Corvane Bearing Systems Validates Its New Sales Channel
Business context
Corvane Bearing Systems manufactures industrial bearings and power-transmission components from a plant in Gothenburg, Sweden, and supplies assembly builders and maintenance operators across the Nordic market. The company is extending its order-to-cash setup on SAP S/4HANA to support two new commercial arrangements: a spare-parts line sold to maintenance customers, and a small set of regional distributor accounts that resell into local repair shops. A user acceptance testing cycle is underway to confirm that both arrangements can process end to end before the planned go-live.

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System Landscape

The existing bearing and component lines already run through the standard order-to-cash flow, moving from sales order to delivery, goods issue, and billing without difficulty. The project team configured the new spare-parts materials, the distributor accounts, and a service supply agreement in the same system. During testing, the established product lines continue to behave as before, which focuses attention on how the newly added materials, customers, and agreement orders move through the same process.

Operational Context

When a tester adds one of the new spare-parts materials to a sales order, the line saves and prices, yet it cannot be taken forward into an outbound delivery, while lines for the older materials deliver as usual on the same order. A consultant checks the order and observes that the item category is derived correctly for the spare-parts line, but the line still shows nothing on its schedule line view. The testers begin entering follow-on data by hand to keep the trial orders moving.

Process Flow Context

For the distributor arrangement, the warehouse handles picking and shipping through its managed flow. Outbound deliveries for these orders are created without trouble, but the team finds that goods issue will not post for them, even though deliveries from the plant's existing flow post normally the same afternoon. The shipping desk raises this as a blocker because stock is set aside for the distributor shipments but cannot leave the warehouse, and the promised dispatch dates are approaching.

Governance Context

Two further observations surface during the same cycle. Orders for the new distributor accounts calculate their net value but show no tax at all, while orders for long-standing customers apply tax as expected. Separately, orders raised under the service supply agreement, which finance expects to invoice in periodic instalments, generate no billing dates and therefore never bill. To keep the schedule intact, some testers type the tax amount onto individual orders and prepare to raise manual invoices for the agreement.

Release Readiness

The go-live window is fixed, and the finance team wants the first period after cutover to post cleanly without manual corrections. The project lead is weighing whether to keep applying quick document-level entries so the testing timeline holds, or to correct the underlying configuration and master data so each new arrangement processes on its own. The team has committed to a clean-core approach, which adds weight to solving each behaviour in standard settings rather than through one-off workarounds or custom code.

Your assignment

You are the SAP S/4HANA Sales consultant supporting the user acceptance testing cycle at Corvane Bearing Systems ahead of the go-live for a new spare-parts line, a set of regional distributor accounts, and a service supply agreement. The existing product lines already process order-to-cash correctly. Your task is to make each new arrangement process end to end using standard configuration and correct master data, so that lines deliver, goods issue posts, tax determines, and the agreement invoices on schedule. Work within a clean-core approach and validate each result against observable system evidence rather than document-level workarounds

1. CHALLENGE 1 — Advancing the New Spare-Parts Line to Delivery

• Enter a test order with a new spare-parts material and confirm whether a schedule line category is determined for the line.

• Review the inputs to schedule line category determination for the line: the derived item category and the material's planning setting on the master record.

• Correct the underlying setup so the spare-parts material determines its schedule line category, rather than supplying line data manually on the order.

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• Re-enter a fresh order and confirm the line now carries a schedule line category and its delivery relevance.

CHECKPOINTS

• A new spare-parts line shows a determined schedule line category without manual entry.

• The corrected line can be included in an outbound delivery in the same way as the established materials.

2. CHALLENGE 2 — Posting Goods Issue on the New Warehouse Flow

• Create an outbound delivery for a distributor order and attempt to post goods issue, noting the point at which the posting is refused.

• Check the state of the delivery in the warehouse-managed flow, in particular whether its picking task has been confirmed.

• Complete the outstanding warehouse step in sequence before changing any configuration that is already working for the existing flow.

• Post goods issue once picking is confirmed and confirm the stock movement is recorded.

CHECKPOINTS

• Goods issue posts for the distributor delivery only after warehouse picking is confirmed.

• Deliveries from the existing flow continue to post unchanged, confirming no configuration change was required.

3. CHALLENGE 3 — Applying Tax on the New Distributor Orders

• Enter a test order for a new distributor account and confirm whether tax is determined alongside the net value.

• Review the tax classification held on the new customer and material master that tax determination reads.

• Maintain the missing tax classification so tax determination can match the applicable tax condition for the order.

• Re-enter a fresh distributor order and confirm tax is applied automatically to the total.

CHECKPOINTS

• A new distributor order determines its tax without a manually entered amount.

• The order total includes tax consistent with orders for established customers.

4. CHALLENGE 4 — Scheduling Periodic Billing for the Service Agreement

• Create an order under the service supply agreement and confirm whether periodic billing dates are generated.

• Review whether a billing plan is assigned to the item category used by the agreement orders.

• Assign the appropriate standard billing plan so the agreement orders generate their billing dates, rather than preparing manual invoices.

• Confirm the first instalment invoice is produced on its due date and posts to accounting.

CHECKPOINTS

• An agreement order generates its periodic billing dates automatically.

• The first instalment invoice is created on schedule and releases to accounting without manual creation.

Question: 1

CHALLENGE 1 — Advancing the New Spare-Parts Line to Delivery

During UAT, lines for the new spare-parts materials save and price on the order but cannot be included in an outbound delivery, while lines for the older materials deliver normally on the same order.

What is the most likely cause?

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A. The spare-parts material master is missing its sales-area view, so those order lines cannot determine a shipping point and stay out of the delivery.
B. The delivering plant is not assigned to the sales area, so the new lines have no source plant and are withheld from delivery creation.
C. No schedule line category is determined for the new lines, so they carry no delivery-relevant schedule line and cannot pass to a delivery.
D. A delivery block set on the order type prevents the saved lines from creating any outbound delivery until the block is manually released.

Answer: C

Explanation:
The spare-parts line only reaches a delivery once a schedule line category gives it delivery relevance. With no schedule line category determined, the line has no delivery-relevant schedule line, so it saves and prices but cannot be taken into an outbound delivery. Restoring determination is what lets the line deliver like the established materials.

Question: 2

CHALLENGE 1 — Advancing the New Spare-Parts Line to Delivery
A consultant confirms the item category is determined correctly on the spare-parts lines, yet still no schedule line category appears on the line.
Which underlying setting most likely explains this?

A. The material master carries no planning setting for the spare parts, so schedule line category determination has no planning input to resolve a category.
B. The order type is absent from copying control, so line data never flows in and the schedule line stays empty on every new order.
C. The pricing procedure is not assigned to the sales area, so the lines cannot price and their schedule line is suppressed during entry.
D. The incompletion procedure flags the lines as incomplete, so the schedule line category is withheld until the missing mandatory fields are supplied on each new order.

Answer: A

Explanation:
Schedule line category determination resolves the category from the item category together with the material's planning setting. With the item category confirmed correct, the missing input is the planning setting on the material master, without which determination has nothing to resolve. Maintaining that setting lets the line derive its schedule line category.

Question: 3

CHALLENGE 2 — Posting Goods Issue on the New Warehouse Flow

Outbound deliveries for the new distributor flow are created successfully, but goods issue cannot be posted for them, while deliveries from the existing flow post without difficulty the same afternoon. What is the most likely reason?

A. A billing block on the delivery prevents goods issue from posting until the shipping team removes the block from each document.
B. Revenue account determination cannot find a general-ledger account, so the system holds the goods issue back from posting for those deliveries.
C. The shipping point is not determined for the new flow, so the deliveries lack goods-issue relevance and the posting is refused.
D. Warehouse picking for the new flow is not yet confirmed, so the deliveries are not ready for goods issue and posting is refused.

Answer: D

Explanation:
In the warehouse-managed flow, goods issue can post only after picking is confirmed for the delivery. Because the new-flow deliveries have unconfirmed picking, they are not yet ready for goods issue and the posting is refused. Completing the warehouse Step in sequence lets the gocxis issue post like the existing flow.

Question: 4

CHALLENGE 2 — Posting Goods Issue on the New Warehouse Flow
A tester reports that goods issue fails for the new warehouse deliveries. Before changing any configuration, you decide on a first step.
What is the most appropriate first action?

A. Remove the delivery block from the order type so the held deliveries can immediately post their goods issue during the test.
B. Confirm whether warehouse picking is completed for the deliveries, since goods issue can post only after picking has been confirmed.
C. Reassign the shipping point for the new flow so the deliveries regain their goods-issue relevance and can be posted correctly.
D. Maintain a new condition record for the warehouse flow so the deliveries can be valued and then released for goods-issue posting during the trial.

Answer: B

Explanation:
The existing flow posts normally, which points to a process step rather than a configuration defect. Checking whether picking is confirmed tests the actual prerequisite for goods issue in the warehouse-managed flow before touching settings that already work. This confirms the sequence rather than changing correct configuration.

Question: 5

CHALLENGE 3 — Applying Tax on the New Distributor Orders
Orders for the new distributor accounts calculate their net value but show no tax, while orders for established customers apply tax normally.
What most likely explains the missing tax?

A. The new customer master carries no tax classification, so tax determination finds no matching tax condition and applies no tax.
B. The delivering plant is not assigned to the sales area, so the tax condition has no departure country and cannot be determined at all.
C. The order type is excluded from copying control, so tax data cannot flow from the reference document into the new distributor order.
D. A billing block on the order type holds the invoice, so the tax condition is deferred until the block is later removed by finance.

Answer: A

Explanation:
Tax determination reads the tax classification on the customer and material master to find the applicable tax condition. With no tax classification on the new customer, determination finds no matching tax condition and no tax is applied, even though the net value still calculates. Maintaining the classification lets tax determine automatically.

Question: 6

CHALLENGE 3 — Applying Tax on the New Distributor Orders
To keep UAT moving, a tester manually enters the tax amount on one distributor order and it posts correctly.
Why is this not an adequate resolution?

A. Manual tax entry changes the pricing procedure for all customers, so existing orders would lose their automatic tax on the next pricing run.
B. Manual tax entry removes the order from copying control, so later documents created with reference to it will not copy the tax amount.
C. Manual tax entry corrects only that one order, so every future distributor order still determines no tax until the master data is fixed.
D. Manual tax entry blocks the billing document, so the corrected order cannot release to accounting until the block is later cleared.

Answer: C

Explanation:
Typing the tax onto one order fixes that single document but leaves the underlying tax classification unchanged. Every subsequent distributor order will again determine no tax, repeating the correction indefinitely. Only maintaining the master data makes tax determine automatically across all future orders.

Question: 7

CHALLENGE 4 — Scheduling Periodic Billing for the Service Agreement
Orders under the new service supply agreement are meant to invoice in periodic instalments, but no billing dates are generated and nothing bills.
What is the most likely cause?

A. A billing block on the order type holds the invoices, so the billing dates exist but cannot be released until the block is removed.
B. No billing plan is assigned to the relevant item category, so the agreement orders generate no billing dates and produce no invoices.
C. Revenue account determination cannot find a general-ledger account, so billing dates are created but the resulting invoices fail to post.
D. The pricing procedure is missing for the sales area, so the orders cannot price and their periodic billing dates are never scheduled.

Answer: B

Explanation:
Periodic instalment invoicing depends on a billing plan assigned to the item category, which generates the billing dates. With no billing plan assigned, the agreement orders produce no billing dates and therefore never bill. Assigning the standard billing plan lets the periodic dates and their invoices be created.

Question: 8

CHALLENGE 4 — Scheduling Periodic Billing for the Service Agreement
The team debates how to enable periodic invoicing for the service agreement before go-live, having committed to a clean-core approach.
Which approach best fits a standard, clean-core configuration?

A. Post each instalment as a manual invoice every period, leaving the agreement orders unchanged so the go-live timeline is not disturbed.
B. Add a custom enhancement that writes billing dates onto the orders, so the agreement invoices without touching any standard settings.
C. Remove the item category from the agreement orders so a single standard order-related invoice can be raised for the full amount.
D. Assign the appropriate billing plan to the item category so the agreement orders generate their periodic billing dates automatically.

Answer: D

Explanation:
Assigning the standard billing plan to the item category makes the agreement orders generate their periodic billing dates through configuration alone, which fits the clean-core commitment. The invoicing

then runs automatically each without manual effort or custom code. This addresses the cause rather than compensating for it.

Topic: 2

Yarraline Coffee Roasters Prepares Its Wholesale Channel Rollout

Business Context

Yarraline Coffee Roasters, based in Melbourne, Australia, roasts and blends specialty coffee for cafés and food-service venues across the country's south-east. For years the company has sold through a single food-service channel, delivering roasted beans and ground coffee to independent cafés and small hospitality groups from one roastery site. A new commercial plan adds a grocery-retail wholesale channel so the company can supply packaged coffee to supermarket chains, and the leadership team wants the new channel fitted to the standard order-to-cash process rather than run as a separate operation.

System Landscape

The order-to-cash flow — sales order, outbound delivery, goods issue, and billing through to accounting — runs cleanly for the established café business on a private-cloud SAP S/4HANA system. Enterprise structure, customer and material master data, and pricing were configured during the original implementation and continue to serve the food-service accounts. The wholesale programme is being built as a new distribution channel on top of that stable base, and the project team is validating it in the quality system by running the integration test scripts before the channel is cut over to production.

Channel Rollout

The wholesale channel is set up to sell the packaged grocery range and to ship from the roastery's delivering plant, the same site that already supplies the café accounts. When testers raise the first wholesale test orders, the orders will not accept that delivering plant, even though the plant holds stock of the grocery products and processes café orders without difficulty. The café channel's test orders continue to accept the plant and move forward as expected.

Account Migration

The grocery-chain customers were loaded into the quality system for the test, and their names, addresses, and general details are all present and searchable. Yet when a tester enters a wholesale order in the new channel's sales area for one of these accounts, the order is refused for the customer, while café-channel orders for the roastery's long-standing accounts are entered without any such step. The testers have started keeping a list of the grocery accounts that behave this way.

Delivery Preparation

Once the plant and the accounts are put right, the wholesale test orders save and price correctly, but the warehouse team finds that no outbound delivery can be created for any of them. The order documents carry a delivery block that the café channel's orders do not show, and the deliveries sit at the point where they would normally be created. Café-channel orders continue through to delivery and goods issue as before.

Invoice Consolidation

The wholesale deliveries eventually bill successfully, but finance expected a single consolidated invoice per grocery customer for each period, and instead the billing run produces a separate invoice for every delivery. The café channel's periodic invoices still combine several deliveries onto one document as the finance team expects. The uneven billing result has been flagged as something to resolve before the channel is signed off.

Test-Cycle Objectives

With the cutover window approaching, leadership wants each of these test-script threads brought onto the standard order-to-cash behaviour so the wholesale channel runs like the established café business. The consultant has been asked to make the plant available to the new channel, the grocery accounts

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usable in the new sales area, the wholesale orders deliver without a manual release, and the invoices consolidate as finance expects — and to do so through transportable configuration and master data that will hold in production, not through corrections repeated document by document during the test.

Your assignment

You are the SAP S/4HANA Sales consultant supporting Yarraline Coffee Roasters during the integration test cycle for its new wholesale distribution channel in the quality system. The established café channel processes order-to-cash cleanly. Your task is to correct the transportable configuration and master data so that the wholesale channel's test scripts pass on standard behaviour and the channel is ready for cutover. Work only through configuration and master data that will hold for every future document; do not resolve a script by editing a single document by hand

1. CHALLENGE 1 — Enabling the New Channel's Delivering Plant

• Establish why wholesale test orders on the new distribution channel will not accept the roastery's delivering plant while café orders accept it.

• Make the delivering plant an allowed plant for the new channel through the enterprise-structure assignment, so it is proposed on the channel's orders without manual entry.

• Confirm the correction is captured in a transport for promotion to production.

CHECKPOINTS

• A fresh wholesale order on the new channel proposes the delivering plant automatically and can proceed toward delivery.

• The café channel's existing orders are unaffected by the change.

2. CHALLENGE 2 — Onboarding Wholesale Accounts to the New Sales Area

• Determine why a wholesale order in the new sales area is refused for grocery accounts whose general master data is already present.

• Create the sales-area segment for each grocery account for the new sales organization, distribution channel, and division so the account can be used in the new sales area.

• Confirm that partners and terms are proposed from the sales-area data once the segment exists.

CHECKPOINTS

• A wholesale order is accepted for a migrated grocery account with sold-to, ship-to, and the channel's terms proposed automatically.

• Every account intended for the channel carries its own sales-area segment.

3. CHALLENGE 3 — Delivery Release for the Wholesale Channel Orders

• Identify the source of the delivery block that prevents an outbound delivery from being created for wholesale orders that otherwise save and price correctly.

• Correct where the block is set so it is not applied automatically to the new channel's orders.

• Re-run the delivery step on the corrected configuration.

CHECKPOINTS

• A wholesale order proceeds to outbound delivery with no delivery block applied and no manual release.

• The correction is transportable and does not depend on clearing blocks per document.

4. CHALLENGE 4 — Consolidating Billing for the Wholesale Channel

• Establish why the billing run produces a separate invoice per delivery for wholesale accounts where finance expects one consolidated invoice per period.

• Align the header data the billing run uses as split criteria so deliveries that should combine do combine.

• Confirm the resulting consolidated invoice posts to accounting.

CHECKPOINTS

• Several deliveries for one grocery customer in a period combine into a single invoice that posts to accounting.

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• The agreed consolidation basis is set in configuration and does not require manual re-grouping at close.

Question: 9

CHALLENGE 1 — Enabling the New Channel's Delivering Plant
During the test cycle, wholesale test orders raised for the new distribution channel will not accept the roastery's delivering plant, although that plant already holds coffee stock and processes café-channel orders without difficulty.
What is the correct way to make the plant available for the new channel's orders?

A. Assign the delivering plant to the new wholesale distribution channel in the sales organization, so orders on that channel accept it as an allowed plant.
B. Extend each grocery material to the new distribution channel in the material master, because a plant can be proposed on the line only after the material carries that view.
C. Re-run shipping point determination for the roastery site, since the order rejects the plant until a shipping point resolves from the customer's shipping condition and loading group.
D. Increase the confirmable stock at the plant with a stock transfer, because the order rejects the plant whenever the availability check returns no quantity for the requested date.

Answer: A

Explanation:
The plant is refused because it is not yet an allowed delivering plant for the new sales organization and distribution channel; the plant-to-sales-line assignment in enterprise structure is what authorizes a plant for a sales area. The café channel works only because it already carries that assignment, so creating the assignment for the new channel fixes every future order rather than one document.

Question: 10

CHALLENGE 1 — Enabling the New Channel's Delivering Plant
The enterprise-structure assignment for the new channel has been made in the test client.
How should the consultant confirm the plant is correctly enabled before the channel moves to cutover?

A. Confirm the café channel's established orders still deliver as before, since a plant that already works for one channel needs no further validation once the new assignment has been transported onward.
B. Ask a tester to type the plant manually onto one wholesale order and confirm it delivers, treating that single successful document as evidence the whole channel is ready for cutover.
C. Create a fresh wholesale order on the new channel and confirm the plant is proposed automatically, then include the corrected assignment in the transport.
D. Review the plant's stock report for the grocery materials and confirm the quantities are sufficient, since a plant that carries stock will always be accepted on the channel's orders.

Answer: C

Explanation:

The meaningful test is a clean order created the way business will create it: the plant should be proposed by determination with no manual entry, and the order should move toward delivery. Confirming automatic behaviour on a fresh document and then transporting the assignment proves the configuration holds for future orders.

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