

# **SAP**

## **C\_BYD01\_1811 Exam**

**SAP Certified Application Associate - SAP Business By Design**

**Questions & Answers**

**Demo**

# Version: 1.0

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**Question: 1**

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Which activities are available in the over the counter sales process?

Note: There are 2 correct answers to this question.

- A. Managing receivables
- B. Creating quotes
- C. Managing warehouse tasks
- D. Outbound delivery

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**Answer: B, D**

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**Question: 2**

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Which steps are covered in the marketing-to-sales scenario?

Note: There are 3 correct answers to this question.

- A. Create contacts from landing pages
- B. Convert follow-up sales documents
- C. Capture responses from campaigns
- D. Qualify leads and hand-over to sales
- E. Plan marketing budgets

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**Answer: A, C, D**

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**Question: 3**

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For which of the following business objects can you create invoice schedules in SAP Business ByDesi

Note: There are 2 correct answers to this question.

- A. Opportunities
- B. Service orders
- C. Contracts
- D. Sales orders

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**Answer: B, D**

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**Question: 4**

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Which of the following features are supported in the purchasing process in SAP Business ByDesign?

Note: There are 2 correct answers to this question.

- A. Purchase acknowledgements
- B. Requests for quotation
- C. Just-in-Time Purchasing
- D. Supplier Portal

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**Answer: B, C**

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**Question: 5**

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Which types of exception are created, when the supplier invoice has errors?

Note: There are 3 correct answers to this question.

- A. Missing account determination group
- B. Wrong G/L account
- C. Possible duplicate
- D. Price / quantity / tax variance
- E. Missing receipt or return document

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**Answer: A, C, E**

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**Question: 6**

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Which item types are relevant for selling services? Note: There are 2 correct answers to this question.

- A. Limit
- B. Fixed price without actuals
- C. Product (delivery-based)
- D. Time and material

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**Answer: B, D**

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**Question: 7**

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A company needs to provide statutory reporting in local GAAP within its country of registration.

In addition, IFRS statutory reports are necessary due to group reporting.

Which one of the following approaches can achieve multi-GAAP reporting in SAP Business ByDesign?

- A. Define one company with a local accounting principle and one with an accounting principle IFRS
- B. Close your accounting period in local GAAP and do adjustment postings to achieve IFRS.
- C. Define one set of books with a local accounting principle and one set of books with an accounting principle IFRS.
- D. Define one ledger for the local accounting principle and one ledger with an accounting principle IFRS.

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**Answer: D**

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