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QUESTION NO: 1

Which of the following tasks can sales planning do?

Note: There are 3 correct answers to this question.

- A. Copy targets from MS Excel
- B. Change aggregated plan data in MS Excel
- C. Copy sales plans and adjusting them for the next planning period
- D. Make the plan, forecast, and actual reports available as standard analytics content
- E. Simulate target achievements based on last year's sales volume

ANSWER: A C E

Explanation:

The correct answers to this question are A. Copy targets from MS Excel, C. Copy sales plans and adjusting them for the next planning period, and E. Simulate target achievements based on last year's sales volume. With SAP Sales Planning, you can copy targets from MS Excel, copy sales plans and adjust them for the next planning period, and simulate target achievements based on last year's sales volume. Additionally, you can create a set of custom analytics content to make the plan, forecast, and actual reports available as standard analytics content. Reference:

<https://help.sap.com/viewer/1f3d3b3e3c8f4e4389f4a2b9a4e20e70/1911/en-US/2e26fcfcdf6a4d6e9e6a9a3f3c8e3e7d.html>

QUESTION NO: 2

In which of the following settings do you maintain the payment terms to be automatically determined in sales orders?

- A. In the company settings
- B. In the account settings
- C. In the product settings
- D. In the ship-from settings

ANSWER: A

QUESTION NO: 3

The lot production costs are higher than the inventory costs of the finished goods.

What will the WIP clearing run post when the perpetual cost method is standard for the finished goods?

- A. Gain from production differences

- B. Loss from production differences
- C. Correction of the finished goods inventory
- D. Correction of the raw material inventory

ANSWER: B

Explanation:

When the perpetual cost method is used for finished goods, the WIP clearing run will post a loss from production differences. This loss is a result of the cost of the finished goods being higher than the cost of the raw materials used to produce them. The difference between the two costs is posted to the production differences account as a loss. The WIP clearing run also adjusts the inventory accounts for the raw materials used in production and the finished goods inventory.

QUESTION NO: 4

An employee's time recording method is set to "POSITIVE". The employee is assigned a clock-time based work schedule. The working hours are defined to be from 8:00 to 17:00.

The employee is also assigned to a working time account, where planned working hours are capped.

The employee records two time entries for a particular day.

The first is from 9:00 to 15:00, and the second entry is from 17 :00 to 21 :00.

What is the posting quantity for this date in the working time account?

- A. Minus 3 hours
- B. Minus 1 hour
- C. Plus 10 hours
- D. Plus 1 hour

ANSWER: A

QUESTION NO: 5

Which of the following can you use to connect external systems and applications to SAP Business ByDesign?

Note: There are 3 correct answers to this question.

A. Custom OData services

Custom OData services: SAP Business ByDesign provides a flexible platform for creating custom OData services that allow you to expose your own data and business logic to external systems and applications. You can use custom OData services to integrate SAP Business ByDesign with other applications and services, such as mobile devices, cloud services, and web-based portals.

B. IDoc interfaces using RFC

C. Web service APIs (SOAP)

Web service APIs (SOAP): SAP Business ByDesign provides a comprehensive set of web service APIs that use the Simple Object Access Protocol (SOAP) to exchange data between SAP Business ByDesign and external systems. You can use these APIs to integrate SAP Business ByDesign with other applications, such as CRM systems, ERP systems, and custom-built applications.

D. DCOM interfaces

E. OData APIs for reports and data sources

OData APIs for reports and data sources: SAP Business ByDesign provides OData APIs for accessing reports and data sources in the system. You can use these APIs to extract data from SAP Business ByDesign and integrate it with other applications and systems, such as data analytics tools, business intelligence systems, and data warehousing solutions.

Reference: <https://help.sap.com/viewer/8b26e71d45eb40c7b00fcaa93519d0dd/Cloud/en-US/03bdf74c85a34b0a8df77f1b3a1ed3f3.html>

ANSWER: A C E

Explanation:

According to the SAP Business ByDesign Help Center, the following technologies can be used to connect external systems and applications to SAP Business ByDesign:

A. Custom OData services: SAP Business ByDesign provides a flexible platform for creating custom OData services that allow you to expose your own data and business logic to external systems and applications. You can use custom OData services to integrate SAP Business ByDesign with other applications and services, such as mobile devices, cloud services, and web-based portals.

C. Web service APIs (SOAP): SAP Business ByDesign provides a comprehensive set of web service APIs that use the Simple Object Access Protocol (SOAP) to exchange data between SAP Business ByDesign and external systems. You can use these APIs to integrate SAP Business ByDesign with other applications, such as CRM systems, ERP systems, and custom-built applications.

E. OData APIs for reports and data sources: SAP Business ByDesign provides OData APIs for accessing reports and data sources in the system. You can use these APIs to extract data from SAP Business ByDesign and integrate it with other applications and systems, such as data analytics tools, business intelligence systems, and data warehousing solutions.

Reference: <https://help.sap.com/viewer/8b26e71d45eb40c7b00fcaa93519d0dd/Cloud/en-US/03bdf74c85a34b0a8df77f1b3a1ed3f3.html>

QUESTION NO: 6

Which account assignments are possible when using the general ledger?

Note: There are 3 correct answers to this question.

A. Business partners

B. G/L Account

G/L Account: The general ledger account is used to record financial transactions and is assigned to each journal entry. The general ledger provides a summary of the financial status of a company, including its assets, liabilities, and equity.

C. Functional Area

Functional Area: The functional area is a subdivision of a company that is responsible for a specific business function, such

as sales, production, or research and development. The functional area is used to analyze the profitability and cost structures of a company and to allocate costs to the correct departments.

D. Profit Center

Profit Center: The profit center is a management-oriented unit within a company that is used to measure and analyze the profitability of specific business activities. The profit center can be used to distribute costs and revenues to specific business activities and to provide a more detailed view of the financial performance of a company.

Reference: <https://help.sap.com/viewer/8b26e71d45eb40c7b00fcaa93519d0dd/Cloud/en-US/80a056dd3c6d1014b0a55f60eee6e1b6.html>

E. Fixed assets

ANSWER: B C D

Explanation:

According to the SAP Business ByDesign Help Center, when using the general ledger, the following account assignments are possible:

B. G/L Account: The general ledger account is used to record financial transactions and is assigned to each journal entry. The general ledger provides a summary of the financial status of a company, including its assets, liabilities, and equity.

C. Functional Area: The functional area is a subdivision of a company that is responsible for a specific business function, such as sales, production, or research and development. The functional area is used to analyze the profitability and cost structures of a company and to allocate costs to the correct departments.

D. Profit Center: The profit center is a management-oriented unit within a company that is used to measure and analyze the profitability of specific business activities. The profit center can be used to distribute costs and revenues to specific business activities and to provide a more detailed view of the financial performance of a company.

Reference: <https://help.sap.com/viewer/8b26e71d45eb40c7b00fcaa93519d0dd/Cloud/en-US/80a056dd3c6d1014b0a55f60eee6e1b6.html>

QUESTION NO: 7

Which of the following options are available for dates in an invoice schedule for project-based services?

Note: There are 2 correct answers to this question.

- A. The system takes over the invoice dates from the statement of work
- B. The system lets you define a recurrence pattern
- C. The system uses the project's end date as the date for the final invoice
- D. The system determines the date from a linked project milestone

ANSWER: B D

Explanation:

Option B states that the system allows you to define a recurrence pattern for invoice dates, meaning you can set the system to automatically generate invoices on a regular schedule. Option D states that the system can determine the invoice dates

from a linked project milestone, so if a milestone is set to be completed on a certain date, the invoice for that milestone can be generated on that date.

QUESTION NO: 8

In the business scenario "Intercompany Project Time and Expenses" you want a consultant from the selling company to record travel expenses.

In the buying company, you have already created a purchase order (PO) for the consultant in project "P". The system automatically creates a sales order (SO) and an intercompany project "IP" in the selling company. To enable travel expense recordings for the consultant, what is your next step?

- A. In the SO, create an item of type "Expense - time and material (project)" that is linked to the intercompany project "IP".
- B. In the PO, create a limit item that is account-assigned to the intercompany project "IP".
- C. In the PO, create a limit item that is account-assigned to a task in project "P".
- D. In the PO, create a service item with an expense product that is account-assigned to a task in project "P".

ANSWER: D

QUESTION NO: 9

Which of the following documents in SAP Business ByDesign can you use to rectify a discrepancy in a released customer invoice?

Note: There are 3 correct answers to this question.

- A. Cancellation invoice
- B. Rebate credit memo
- C. Correction invoice if available for the country
- D. Customer credit memo
- E. Recurring invoice template

ANSWER: A C D

Explanation:

A cancellation invoice is a credit note issued to the customer to cancel an invoice or part of an invoice that was issued in error. A correction invoice is a credit note which is issued when an invoice or part of an invoice needs to be corrected. A customer credit memo is a credit note that is issued to the customer for a refund or discount on an invoice. A recurring invoice template is not used to rectify discrepancies in a released customer invoice.

QUESTION NO: 10

You want to analyze the structure of your fixed assets.

What is the Best Practice for gathering that information?

- A. Group your fixed asset with custom-specific extension fields.
- B. Aggregate your sub asset accounts to fixed assets.
- C. Use the reports within the fixed asset ledger.
- D. Use the fixed asset section of the balance sheet.

ANSWER: C

Explanation:

The best practice for gathering information about the structure of fixed assets is to use the reports within the fixed asset ledger. These reports will provide detailed information regarding the structure and composition of the fixed assets. Additionally, it is recommended to group fixed assets with custom-specific extension fields so that the data can be more easily viewed, managed, and analyzed. Aggregating sub-asset accounts to fixed assets can also help to better analyze the structure of the fixed assets. Finally, the fixed asset section of the balance sheet can be used to view the total value of all fixed assets.