



C_ISR_60

SAP ISR Certification Questions & Answers



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SAP Certified Application Associate - Retail with SAP ERP 6.0
80 Questions Exam – 57 % Cut Score – Duration of 180minutes

C_ISR_60 Practice Test

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C_ISR_60 Questions and Answers Set

Question 1.

You create a sales order for the wholesale distribution chain. In the pricing analysis you notice that the customer discount you have just created has not been included. Which of the following settings made in sales price determination in SAP Retail might be the cause of this?

Note: There are 2 correct answers to this question.

- a) The determined pricing procedure does not contain the new condition type Customer discount.
- b) The condition record for your new customer discount was created for the wrong distribution chain.
- c) A validity date has been defined in the access sequence that is assigned to the condition type Customer discount.
- d) The condition record for the customer discount is set as: cannot be changed manually.

Answer: a, b

Question 2.

Which components belong to the SAP POS solution?

Note: There are 3 correct answers to this question.

- a) POS Xpress
- b) POS Manager
- c) POS Configurator

- d) Mobile POS devices
- e) Converter

Answer: a, b, c

Question 3.

Where is the supplementary calculation schema assigned?

Note: Please choose the correct answer

- a) Condition type
- b) Calculation schema
- c) Access sequence
- d) Schema group

Answer: a

Question 4.

Which of the following are the IT scenarios powered by SAP NetWeaver Master Data Management (MDM)?

Note: Please choose the correct answer.

- a) SRM Master Data Management, SRM Master Data Consolidation, SRM Master Data Harmonization
- b) Central Master Data Management, Master Data Consolidation, Master Data Harmonization
- c) ERP Master Data Management, ERP Master Data Consolidation, ERP Master Data Harmonization
- d) Central Customer Master Data Integration, Customer Rich Product-Content Management, Master Data Harmonization

Answer: b

Question 5.

What data do you need to optimize the sales price of articles in SAP Demand Management?

Note: There are 3 correct answers to this question.

- a) Article master data
- b) Sales data
- c) Price changes

- d) Restriction profiles
- e) Article list

Answer: a, b, c

Question 6.

Where in the Merchandise Category Hierarchy would you find a Reference Article?

Note: Please choose the correct answer

- a) Any Merchandise Category Hierarchy Level
- b) Merchandise Category
- c) Merchandise Category Hierarchy Top Level
- d) Merchandise Category Hierarchy Level and Merchandise Category

Answer: b

Question 7.

What sequences are possible during multi step replenishment planning?

Note: There are 2 correct answers to this question.

- a) Load sales data with stock posting Determine requirement calculation data Calculate requirements Generate follow-on documents
- b) Determine requirement calculation data Load sales data with stock posting Calculate requirements Generate follow-on documents
- c) Calculate requirements Load sales data with stock posting Determine requirement calculation data Generate follow-on documents
- d) Load sales data with stock posting Generate follow-on documents Determine requirement calculation data Calculate requirements

Answer: a, b

Question 8.

A retailer wants to use the allocation table function regularly to distribute merchandise evenly from the DC to multiple stores. What do you need to do in SAP Retail to prepare for this process?

Note: There are 2 correct answers to this question.

- a) You create an allocation table type that contains the allocation strategy "Equal Distribution".
- b) You create a site group for the stores.

- c) You create a notification category that contains the business transaction "Stock Reduction".
- d) You create an allocation rule type in which storage location determination is activated for the distribution center.
- e) You set up an item category that, among other things, controls the generation of vendor orders as follow-on documents.

Answer: a, b

Question 9.

Which of the following functions are offered by replenishment planning in SAP Retail?

Note: There are 3 correct answers to this question.

- a) Calculating requirements for merchandise category value-only articles.
- b) Determining requirements for stores based on the stock situation.
- c) Considering different customer stock types.
- d) Analyzing customers' sales data and stock data.
- e) Generating follow-on documents.

Answer: b, d, e

Question 10.

In price determination, the condition basis for a discount should be determined dynamically as the difference between two subtotals. What settings do you need to make in SAP Retail so that this request can be implemented?

Note: There are 2 correct answers to this question.

- a) The two subtotals must be assigned in the calculation schema above the discount condition type.
- b) The condition basis is determined using a basis formula.
- c) No mathematical operations can be carried out with the subtotals of the calculation schema.
- d) The condition basis of the discount condition must correspond to one subtotal.
- e) The percentage discount condition type must have a from-reference step.

Answer: a, b

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