

# SAP SD Interview Questions And Answers Guide.



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## SAP SD Job Interview Preparation Guide.

### Question # 1

Why sales order we need to create? when we create delivery and billing without sales order? what is the importance of sales order?

#### Answer:-

1:- Sales order is an electronic document where we can store the customer requirement.  
2:- We need to create only Delivery & Billing in case of Delivery without reference ( Delivery type LO) t-code ( V101NO). Where is ask only Shipping Point/ Delivery Type/ And Sales Area Then reference to the Delivery you can make the Billing.  
3:- The sales order is controlled by Sales document type. The sales document types represent the different business transactions in Sales and perform a central controlling function for the entire sales order process. The definition and configuration of sales document types can be divided into three parts

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### Question # 2

Explain What are fields need to be activated for the available check and TOR?

#### Answer:-

In availability check the fields to be activated are

1. Material requirement
2. Material Type
3. Schedule lines
4. checking rule
5. Checking group

But in TOR you will have all the above except for the checking rule which will only be there in Availability check

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### Question # 3

Explain What is the output used for credit management where it can be processed?

#### Answer:-

The Output type used in the credit management is printoutput type . To take the print out out for this Please follow the following steps

1. Go to FD32
2. Go to the environment tab in the menu bar
3. Go to reporting in that and click on credit history .

Now go to list in this and give print . This is how you can take the print for the credit output

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### Question # 4

How does company knows that vendor deliver the goods to the customer in third party sales process?

#### Answer:-

The vendor delivers the goods directly to the customer and invoices the company. The customer receives an invoice from the company's sales office.

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### Question # 5

What are the documents Vendor will be sending to Customer in Third Party Sales?

#### Answer:-

Vendor will issue an delivery and Posts goods issue document to the customer in third party sales

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### Question # 6

IN sales order for a line item for that material i want the updated price for that particular line item instead of every time going to vk11 and changing the price for that material i want the updated price for eg if the material cost is 100 rs and updated price is 110 rs i want the updated price to be trigger for that material when we give that in va01 with out maintaing in vk11?

#### Answer:-

In sales order select the line for which u want to change and click on conditions tab, their u can see an option 'update'. click on it and double click on carry out new pricing it will take back to ur conditions screen, their again u enter the condition type and new price which ever u want u change. after doing this if system throws an error 'no manual entries possible' then go to that condition type controls in changes which can be made section in the field manual entries give 'C' manual entris has priority save it and follw the above procedure.

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### Question # 7

What is the difference between item cat group and general item cat group?

#### Answer:-

Both have a role to paly in the sales documentation .

Item category group refers to the material type and to which material charecteristics does this belong and is configured in MM02 in basic data 1 tab where as Item category group is from the sales perspective which is defined in sales org 1 tab or in vov7

Based on the Genral Item category group one can define the item category group

Eg : In the general Item Category goup is given as BANS then the item category group is TAS AND IN Sales docment we can clearly understand that that the line item material belongs to Third party and should have a purchase requisition created for this in schdule lines

Similarly if the Genaral Item Category Group is given as ERLA then the corresponding item category group is TAQ which refers that this line item will have set of components associated and has pricing associated

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### Question # 8

What is the diff between sto,inter company and 3rd party sale process?

#### Answer:-

For STO following are the minimum requirement

The material code should be same at delivering plant and receiving plant.

Material to be transferred should be created in both the plants.

Supplying plant is to be created as Plant as Vendor for the receiving plant.

Receiving Plant has to be created as Customer.

STO pricing procedure to be maintained.

If requirement are fulfilled STO is generated by receiving plant using docs type NB, sto generated then Delivery, commercial invoice & excise invoice

While in 3rd party sales it is E1 transaction

Distributor raise PO on manufacturing plant on behalf of delear,material supplied to delear by manufacturing plant, delear issue form E-1 to manufacture on receipt of goods & make payment to distributor who will transfer to manufacture, cst exempted so we can say distributor is sold to party & delear is ship to party. Other part is same delivery commercial invoice & excise invoice, in sto pricing procedure is as per cast auditors certificate

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### Question # 9

What are the tools are uses to get the tickets?



### Answer:-

Ticketing tools are:  
Solution Manager  
Remedy  
Radix  
HPQC  
INFRA.....etc

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### Question # 10

On which conditions we can determine pricing procedure and how condition types and access sequence actually work?

### Answer:-

For Determine the pricing procedure we need to follow the condition technique.

There are some basic elements combine to make the pricing like :\_

- 1:- pricing
- 2:- Discount & Surcharge
- 3:- Freight
- 4:- Taxes

All these works upon certion condition technique :-

a):-We need to define condition table which is a combination of fields . these are required for maintain condion record.

B):- Define access Sequesce ( It is the search strategy) And need to assign the condition table to it. as per the required. there are n numbers of condition tables we can assign .

C):- Define Condition type . And assign the access sequence to it. ( One one access sequence will assign to once condition type.

d):- Define pricing procedure ( you define which condition types should be taken into account and in which sequence).

Then determine the pricing procedure :-

Sales Area ( Sales org, Dist Channel , Division)

Customer pricing procedure from Customer master record

Document Pricing procedure from the order/Billing type.

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### Question # 11

What is use of sub total in pricing procedure?

### Answer:-

Sub-total is used as starting point for further calculation.

Example :Condition type VPRS is linked to subtotal "B" s (carry over value to KOMP-WAVWR). This indicate that the value of this condition type will be passed to some other fields which in turn can be used for statistical calculation

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### Question # 12

After pgi completed what happens?

### Answer:-

Once PGI Done then it will

1. Reduce delivery Requirement / Ware house Stock
2. Update inventory account
3. Update Document Flow
4. Update status of documents
5. Generated Billing Due list.

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### Question # 13

Explain How credit management is linked with pricing?

### Answer:-

While creating the sales order we configure the net value of the sales order based on the pricing value that comes from he subtotal given in the 16 steps of pricing and the main basis for the sales order is sold to party . Now the same sold to party is give a particulr credit given against the comapny code and we ahve a indicator set as credit check . Whe we create a sales order and try to save when the net value goes on a higher side then the credit value given for the custoemr we get a pop up that credit



value exceeds and fail to save the order .This is how pricing is realted to credit management

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### Question # 14

What is movement type and what are the different types of movement types?

**Answer:-**

Movement type refers to the movement of stock from one location or stage to that of other stage . This plays an important role for postioning of the goods and is closely linked with the schdule line category and the avilability check based on which we can determine the current postion of the stock in palce .

There are no of movement types each of which sepcifes about the stock movement . Eg

561 : Specifies about the stock posting in the palnt

562 : Withdrawal of stock

101 : Movement type associated with goods issue in Third party

251 : Goods issue at Order level

301; 303; 311; 315 : Intercompany stock

351 : Stock postion changing

601 : Goods Issue at Delivery

651 : Returns from Vendor

631;632; 633 & 634 refers to Consignment sales....

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### Question # 15

How to see the credit reports?

**Answer:-**

Go to FD32 and in that go to enviorment on the menu bar there you have credit summary . Click on that Tab abd that will take you to customer credit report . You can also use f.33 or f.38

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### Question # 16

Explain Where are the places credit check will be done?

**Answer:-**

in sales order, delivery, and postgood issue

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### Question # 17

Tell me How the accounting document type RV will be configured and link to the billing document type?

**Answer:-**

This is done in the accounting document FB03 with the help of Customer line itme FBL5N for sals based invoice and FBLIN for vendor based in voice

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