

SAP Certified Application Associate - Sales and Distribution, ERP 6.0 EhP6

Product Group	: SAP Business Suite
Solution	: SAP ERP
Sub-solution	: Sales and Services
Component	:Sales Order Management
Delivery Methods	:Certification
Level	:Associate
Exam	:80 questions
Sample Questions	: PDF Link
Cut Score	: 57%
Duration	:180 mins
Languages	: German, English, Spanish, French, Japanese, Korean, Portuguese, Russian, Chinese

Topic Areas

Please see below the list of topics that will be covered within this certification and the courses that cover them:

Sales Documents (customizing)> 12%

Explain and perform tasks relating to Sales Documents (customizing).

TSCM60 (EHP6 FOR ERP 6.0)

or

SCM605 (EHP7 FOR ERP 6.0)

Pricing and condition technique8% - 12%

Explain and perform tasks relating to pricing and condition technique

TSCM62 (EHP6 FOR ECC 6.0)

or

SCM620 (EHP7 FOR ERP 6.0)

Master data8% - 12%

Set up and maintain relevant master data

TSCM60 (EHP6 FOR ERP 6.0)

or

[SCM600 \(EHP6 FOR ERP 6.0\)](#)

Cross-functional (customizing)8% - 12%

Maintain customization settings required to perform cross-functional business processes.

TSCM60 (EHP6 FOR ERP 6.0)

TSCM62 (EHP6 FOR ECC 6.0)

or

SCM605 (EHP7 FOR ERP 6.0)

[SCM610 \(EHP6 FOR ERP 6.0\)](#)

[SCM615 \(EHP7 FOR ERP 6.0\)](#)

SCM650 (EHP7 FOR ERP 6.0)

Billing (customizing)8% - 12%

Maintain customization settings required to perform basic billing processes.

TSCM62 (EHP6 FOR ECC 6.0)

or

[SCM615 \(EHP7 FOR ERP 6.0\)](#)

Shipping (customizing)8% - 12%

Maintain customization settings required to perform basic shipping processes.

TSCM60 (EHP6 FOR ERP 6.0)

or

[SCM610 \(EHP6 FOR ERP 6.0\)](#)

Organizational Structures< 8%

Explain and perform tasks relating to Organizational Structures.

TSCM60 (EHP6 FOR ERP 6.0)

or

SCM600 (EHP6 FOR ERP 6.0)

Availability Check< 8%

Explain and perform tasks relating to Availability Check.

TSCM60 (EHP6 FOR ERP 6.0)

or

SCM600 (EHP6 FOR ERP 6.0)

Basics of ERP, NW and Solution Manager< 8%

Explain and perform tasks relating to Basics of ERP, NW and Solution Manager.

TERP01 (EHP5 FOR SAP ERP 6.0)

SM001

Shipping process< 8%

Describe how shipping transactions are processed in relation to sales order management and their associated customization settings.

TSCM60 (EHP6 FOR ERP 6.0)

or

[SCM600 \(EHP6 FOR ERP 6.0\)](#)

[SCM610 \(EHP6 FOR ERP 6.0\)](#)

Sales Process< 8%

Explain and perform tasks relating to Sales process.

TSCM60 (EHP6 FOR ERP 6.0)

or

[SCM600 \(EHP6 FOR ERP 6.0\)](#)

Basic Functions (customizing)< 8%

Explain and perform tasks relating to Basic Functions (customizing).

TSCM60 (EHP6 FOR ERP 6.0)

or

SCM605 (EHP7 FOR ERP 6.0)

Billing (basics)< 8%

Explain and perform tasks relating to Billing (basics).

TSCM60 (EHP6 FOR ERP 6.0)

or

[SCM600 \(EHP6 FOR ERP 6.0\)](#)