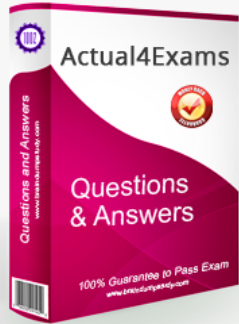


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**Exam** : **C\_BYD15\_1908-JPN**

**Title** : SAP Certified Application Associate - SAP Business ByDesign Implementation Consultant (C\_BYD15\_1908日本語版)

**Vendor** : SAP

**Version** : DEMO

**QUESTION NO: 1**

マーケティングから販売までのシナリオではどのステップがカバーされますか？

注: この質問には正解が 3 つあります。

- A. ランディング ページから連絡先を作成する
- B. フォローアップ販売伝票の変換
- C. キャンペーンからのレスポンスを取得します
- D. リードを特定し、営業に引き継ぐ
- E. マーケティング予算を計画する

**Answer:** B,C,D

**QUESTION NO: 2**

固定資産の構造を分析したいと考えています。

その情報を収集するためのベストプラクティスは何ですか？

- A. カスタム固有の拡張フィールドを使用して固定資産をグループ化します。
- B. 補助資産勘定を固定資産に集約します。
- C. 固定資産台帳内の帳票を使用します。
- D. 貸借対照表の固定資産の部を使用します。

**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.

**QUESTION NO: 3**

外部コンサルタントが顧客プロジェクトで働くよう命じられる

彼はサービス W の作業パッケージにスタッフが配置されています。

発注書にはサービス 0 が含まれています。

タスクにリンクされた販売注文にはサービス S が含まれています。

外部コンサルタントがタイムシートに記録できるサービスは次のうちどれですか？

- A. 外部コンサルタントは、注文されたサービス 0 のみを記録できます。
- B. 外部コンサルタントは任意のサービスを記録できます。
- C. 外部コンサルタントはワークパッケージサービス W のみを記録できます。
- D. 外部コンサルタントは販売されたサービス S のみを記録できます。

**Answer:** C

Explanation:

The external consultant is allowed to record the work package service W in the timesheet according to SAP Business ByDesign Implementation Consultant Study Manual. The service W is the service that was assigned to the work package and it is the service that the external consultant is responsible for. The other services (0, S) are irrelevant to the task and should not be recorded in the timesheet. Therefore, the correct answer is C) The external consultant

can record only the work package service W.

#### QUESTION NO: 4

「Available-to-Promise」チェックを定義するときを使用できるオプションは次のどれですか？

注: この質問には正解が 2 つあります。

- A. 利用可能な在庫とリリース済みの入庫のみを考慮します。
- B. 製造オーダーからの部品需要を考慮します。
- C. 利用可能な在庫のないリリース済み受入のみを考慮します。
- D. 補充リードタイムを考慮し、期間を確認します

**Answer:** A,D

Explanation:

Option A states that only available stock and released receipts should be taken into account when defining an Available-to-promise check, while Option D states that the replenishment lead time and check horizon should also be considered.

#### QUESTION NO: 5

組織運営上、2つの会社「A」と「B」を設定します。

会社「B」に商品を販売する場合、会社「A」の販売注文のアカウントとして使用できるオプションは次のどれですか？

- A. B社に該当する商品を受け取るサイト。
- B. 「B社」に相当するパートナー企業。
- C. B社に相当する取引先。
- D. 会社「B」を代表する組織単位。

**Answer:** B

Explanation:

The correct answer is B. The partner company corresponding to company "B". When selling goods to company "B", you can use the partner company corresponding to company "B" as the account in company "A". This is because the partner company is the parent company with the highest level in the organizational structure and is responsible for the overall business activities of the company. According to the SAP.com study resources (<https://help.sap.com/viewer/25e0947a6a7d4ed2a5a9f90a5ae547f3/1905/en-US/3c3f3a3efd9e48f9ae0f14b837f73cac.html>), the partner company is the account that is used in the sales order when selling goods to another company.

#### QUESTION NO: 6

プロジェクト請求を使用できるかどうかを決定する受注特性はどれですか？

- A. 販売単位
- B. 製品
- C. 請求先
- D. アイテムの種類

**Answer:** D

Explanation:

The item type of a sales order determines whether you can use project invoicing for that

order. If the item type is project-based services, then you can use project invoicing for that order. If the item type is anything else, then you cannot use project invoicing for that order.

#### QUESTION NO: 7

リリースされた顧客請求書の不一致を修正するために使用できる SAP Business ByDesign の次の文書はどれですか？

注: この質問には正解が 3 つあります。

- A. キャンセル請求書
- B. リポートクレジットメモ
- C. 修正請求書 ( その国で入手可能な場合 )
- D. 顧客クレジットメモ
- E. 定期請求書のテンプレート

**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: 8

SAP Business ByDesign は、サービスの販売と実行に関してどのようなビジネスシナリオをサポートしていますか？

注: この質問には正解が 3 つあります。

- A. プロジェクトベースのサービス
- B. 標準化されたサービスの販売
- C. 受注生産
- D. フィールドサービスと修理
- E. 店頭販売

**Answer:** A,B,D

Explanation:

1. Project-Based Services: SAP Business ByDesign supports project-based services where the service is performed according to a project plan, with defined start and end dates, budget, and resources.
2. Selling Standardized Services: SAP Business ByDesign supports selling standardized services, where the service offerings are pre-defined and standardized, with a fixed price and scope.
3. Field Service and Repair: SAP Business ByDesign supports field service and repair scenarios, where the service is performed on-site at the customer location or at a third-party location.