

## CERTIFICATION TEST

### SAP CERTIFIED APPLICATION ASSOCIATE - SALES ORDER MANAGEMENT WITH SAP ERP 6.0

#### Booking Code

● C\_TSCM62\_60

This certification test verifies your knowledge of the fundamentals in the area of SAP Sales Order Management as a consultant profile within SAP ERP Sales & Service. With this comprehensive understanding of SAP Sales Order Management, you will be able to work within a team to apply your knowledge to SAP ERP Sales & Service implementation.

#### Software

#### Number of Questions

90

#### Duration

0 days

#### Notes

- Associate Certifications are targeting profiles with 1 - 3 years of knowledge and experience. The primary source of knowledge and skills is based on the corresponding training material.
- Please note this certification may have a different passing score from previous or different certification exams. For multiple response items there is no partial credit given.
- You are not allowed to use any reference materials during the certification test (no access to online documentation or to any SAP system).

#### Competency Areas

The following list helps you to identify the competency areas covered in this test. The percentage indicates the portion of the test dedicated to a particular competency area.

Competency	Importance	Topic	Primary	Way(s) to attain Alternative	Other
Build proposed solutions by independently researching valid implementation options. Based on profound understanding and deep application skills, project requirements can be transferred into solid customer solutions in	40%	Sales documents (customizing)	<a href="#">TSCM60</a>	<a href="#">SCM605</a>	
		Basic functions (customizing)	<a href="#">TSCM60</a>	<a href="#">SCM605</a>	
		Shipping (customizing)	<a href="#">TSCM60</a>	<a href="#">SCM610</a>	
		Billing (customizing)	<a href="#">TSCM62</a>	<a href="#">SCM615</a>	
		Copying control	<a href="#">TSCM60</a>	<a href="#">SCM605</a>	
		Pricing	<a href="#">TSCM62</a>	<a href="#">SCM620</a>	
		Business partners	<a href="#">TSCM60</a>	<a href="#">SCM605</a>	
		Cross-functional customizing	<a href="#">TSCM60</a>	<a href="#">SCM650</a>	
Accomplish and identify solutions for defined project tasks. Based on profound knowledge and basic understanding, identified tasks can be performed during system implementation, configuration and testing in the areas of	60%	Organizational structures	<a href="#">TSCM60</a> , <a href="#">TSCM62</a>	<a href="#">SCM600</a>	
		Sales (basics)	<a href="#">TSCM60</a>	<a href="#">SCM600</a>	
		Shipping (basics)	<a href="#">TSCM60</a>	<a href="#">SCM600</a>	
		Billing (basics)	<a href="#">TSCM62</a>	<a href="#">SCM600</a>	
		Customer master data	<a href="#">TSCM60</a>	<a href="#">SCM600</a>	
		Material master data	<a href="#">TSCM60</a>	<a href="#">SCM600</a>	
		Condition master data (pricing)	<a href="#">TSCM60</a>	<a href="#">SCM600</a>	
		Availability check	<a href="#">TSCM60</a>	<a href="#">SCM600</a>	
		Special business transactions	<a href="#">TSCM60</a>	<a href="#">SCM605</a>	
		Shipment scheduling	<a href="#">TSCM60</a>	<a href="#">SCM610</a>	
		Outline agreements	<a href="#">TSCM60</a>	<a href="#">SCM605</a>	
		Reporting	<a href="#">TSCM60</a>	<a href="#">SCM600</a>	
		Solution Manager	<a href="#">SM001</a>	<a href="#">SCM600</a>	
SAP Overview		SAP Overview	<a href="#">SAP125</a> , <a href="#">TERP61</a>		