

**University of Petroleum & Energy Studies**  
**College of Management & Economic Studies**  
**Bidholi Campus, Dehradun**

**END Semester Examination – May' 2017**

**Program Name: MBA**  
**Subject: SAP**  
**Subject code: MBBA-824**

**Semester: II**  
**M. Marks: 100**  
**Duration: 3 Hrs.**

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**Note:** All sections are compulsory. Total 6 (six) pages.

**Section – A (30 Marks)**

**Q1. Multiple-choice question:**

**[3 x 5]**

- 1.1. Which of the following statements are correct regarding sales organisations?  
(More than one answer is correct)
- (a) A sales org can be assigned to more than one company code
  - (b) A sales organisation / distribution channel can be assigned to more than one plant
  - (c) Each sales organisation will have it's own master data
  - (d) A sales organisation represent a selling unit as a legal entity with an address.
  - (e) Not all business transactions are processed within a sales organisation
- 1.2. Which of the following statements regarding distribution channel are false?
- (a) Master data can be varied by distribution channel
  - (b) A distribution channel provide the structure for distribution goods
  - (c) Only one distribution channel can be linked to a sales organisation
  - (d) Examples of a distribution channel is wholesale / retail
  - (e) Customers can only be served through one distribution channel within a sales organisation
- 1.3. A division can be a product range
- (a) True
  - (b) False
- 1.4. A sales area is a combination of certain org units. Which of the following Org units make up a sales area?
- (a) Sales Organisation
  - (b) Distribution channel
  - (c) Sales office
  - (d) Shipping point
  - (e) Division
- 1.5. Which of the following statements regarding plant are incorrect?
- (a) A production facility can be defined as a plant
  - (b) A plant can be a location that control stock and from where stock can be distributed
  - (c) A plant can be assigned to more than one company code
  - (d) For a plant to deliver goods to customers you need to set up the plant as a delivering plant in customizing.
  - (e) A plant can have only one storage location

**Q2. Write names to the following T-Code: (any 5)**

**[3 x 5]**

- a) VA11 b) VA21 c) XD01 d) VAP1 e) MMBE f) MIRO

## **Section – B (30 Marks)**

Q3. (A) Discuss the 1-Tier, 2-tier and 3-tier Architecture. (10 x 1)

(B) Define following terms in SAP (any 4):

- a) Vendor Info                      b) Customer Info    c) Product Recipe    (5 x 4)  
d) Pricing Conditions    e) Chart of Accounts

## **Section – C (2 x 20 Marks)**

Q4. Write down the following integrated process workflows

(kindly mention i) Document created, ii) Module Integration iii) any key conditions))

- a) Order-to-cash cycle  
b) Procurement cycle