

## C\_TS462\_2020<sup>Q&As</sup>

SAP Certified Application Associate - SAP S/4HANA Sales 2020

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**QUESTION 1**

Which fields are used to determine the delivery item category? (Choose three.)

- A. Delivery type
- B. Higher-level item category
- C. MRP type
- D. Item category group
- E. Shipping point

Correct Answer: ABD

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**QUESTION 2**

Texts are copied from a sold-to-party to a sales order. Any later change to the sold-to-party texts should not be visible in this order.

Which object controls this behavior?

- A. Text determination procedure
- B. Access sequence
- C. Condition table
- D. Text type

Correct Answer: B

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**QUESTION 3**

What are some characteristics of SAP Smart Business? (Choose three.)

- A. It supports an exception-based working model
- B. It combines real-time insights with analytics and transactional follow-up activities
- C. SAP Smart Business is configured entirely based on SAP Best Practices
- D. KPIs (Key Performance Indicators) are visualized and target thresholds can be defined
- E. Every transaction code used in SAP Smart Business can be linked to a unique URL

Correct Answer: ABD

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**QUESTION 4**

For which type of outline agreement do you determine the material from the item category?

- A. Value contract
- B. Quantity contract
- C. Condition contract
- D. Scheduling agreement

Correct Answer: D

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**QUESTION 5**

Which time components are used to calculate the confirmed delivery date in a sales order? (Choose two.)

- A. Transit time of the route
- B. Transportation lead time of the forwarding agent
- C. Pick/pack time of the warehouse number
- D. Loading time of the shipping point

Correct Answer: CD

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**QUESTION 6**

In a free goods scenario, which elements influence how the item category is determined for the free goods item? (Choose two.)

- A. The item category group from the material master
- B. The item category of the higher-level item
- C. The material price group from the customer master
- D. The item usage assigned to the discount condition type

Correct Answer: BD

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**QUESTION 7**

What are some of the prerequisites for creation of a credit memo based on a credit memo request? (Choose two.)

- A. The Billing Block field in the credit memo request must be empty
- B. Copying control must exist between the sales document and the billing document
- C. An appropriate reason for rejection must be assigned to the original sales order item
- D. The billing document of the original customer invoice must be cancelled

Correct Answer: AC

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#### QUESTION 8

When creating a sales order with reference to a quotation, a header text must be automatically copied from the sold-to party if it cannot be found in the quotation. If copied from the sold-to party, it must be in the sold-to party language.

What must you do? (Choose three.)

- A. Ensure that the access sequence reads the sold-to party text first
- B. Assign an appropriate text type to the sales document type
- C. Include the text type with an appropriate access sequence in the text determination procedure
- D. In the access sequence, set the partner function language for this text to `sold-to party\`
- E. Assign the text determination procedure to the sales document type

Correct Answer: CDE

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#### QUESTION 9

What are characteristics of an invoice list process? (Choose two.)

- A. The payer receives a single invoice list instead of the individual invoices
- B. You must set up a periodic billing plan for the invoice list creation
- C. The invoice list is created at specified time intervals or on specific dates
- D. You use preliminary billing documents for the invoice list creation

Correct Answer: AC

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#### QUESTION 10

When you create billing documents, you want to ensure that their texts are sourced from the outbound delivery, not from the sales order.

Where do you configure this?

- A. Delivery type
- B. Text determination procedure
- C. Copying control
- D. Billing type

Correct Answer: B

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## QUESTION 11

To avoid critical situations in demand and procurement, the material availability check can be combined with product allocations.

Which benefit can be achieved by this?

- A. Picking processes can be accelerated
- B. Goods distribution can be optimized
- C. Procurement costs can be reduced
- D. Material requirements can be reduced

Correct Answer: C

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## QUESTION 12

You want to create a new customer for use in sales processes.

For which organizational levels do you need to maintain the data?

- A. Sales area and business area
- B. Customer group and company code
- C. Customer group and controlling area
- D. Sales area and company code

Correct Answer: D

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## QUESTION 13

To which elements do you assign a partner determination procedure? (Choose two.)

- A. Account group

- B. Business partner category
- C. Delivery item category
- D. Delivery type

Correct Answer: AB

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## QUESTION 14

You want to automatically supply your customers with another material if the ordered material is not available.

How would you do this?

- A. Create a material determination record with an appropriate substitution reason
- B. Ensure future replenishments of the ordered material are excluded from the material availability check
- C. Deactivate the material availability check and use material determination instead
- D. Create a material listing that includes both the ordered and substitution materials

Correct Answer: D

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## QUESTION 15

Which information comes from the payer? (Choose two.)

- A. Billing address
- B. Shipping conditions
- C. Payment terms
- D. Invoicing list scheduling

Correct Answer: CD

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