

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

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

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### QUESTION 1

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 2

What are some characteristics of the process flow in SAP S/4HANA? (Choose two.)

- A. The process flow supports direct navigation to applications that can be used to solve problems
- B. Color coding is used to indicate the status of a document
- C. The status of a document is predicted using Artificial Intelligence (AI) algorithms
- D. Issue solving is supported by a wizard based on Machine Learning (ML)

Correct Answer: AC

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### QUESTION 3

You want to use billing as part of the sales process.

Which organizational units must be configured? (Choose two.)

- A. Company code
- B. Operating concern
- C. Sales office
- D. Sales organization

Correct Answer: AD

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#### QUESTION 4

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 5

You want to process and monitor outbound deliveries.

Which organizational unit support this?

- A. Warehouse number
- B. Plant
- C. Shipping point
- D. Loading point

Correct Answer: C

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#### QUESTION 6

When BRF+ Output Management successfully issues an output, where is the rendered PDF document stored?

- A. Spool file
- B. Business object builder
- C. KPro archive
- D. OData service

Correct Answer: C

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#### QUESTION 7

What are the effects of posting the goods issue during a sales process? (Choose three.)

- A. The billing document can now be created
- B. Delivery requirements in material planning are updated
- C. The warehouse task status is set to complete
- D. The overall status of the delivery is set to complete
- E. The document flow is updated

Correct Answer: ABE

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#### **QUESTION 8**

Which fields are used in the determination of the shipping point? (Choose three.)

- A. Loading group
- B. Delivery type
- C. Plant
- D. Shipping condition
- E. Weight group

Correct Answer: ACD

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#### **QUESTION 9**

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 10**

Which elements are assigned to field reference groups to influence the status of fields in the material master? (Choose two.)

- A. Industry sector

- B. Plant
- C. Item category group
- D. Sales organization

Correct Answer: AB

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#### QUESTION 11

Your outbound deliveries must automatically determine storage locations.

Where do you activate this?

- A. Outbound deliver type
- B. Route
- C. Shipping point
- D. Outbound delivery item category

Correct Answer: C

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#### QUESTION 12

During the material availability check for a sales order item, the ordered quantity is completely confirmed on the required date even though there is only a partial quantity in stock.

Which setting could lead to this behavior?

- A. The Maximum Number of Partial Deliveries indicator is set to 1 in the sales order item
- B. The With Reservations indicator is set in the configuration of the scope of availability check
- C. The Without Replenishment Lead Time indicator is not set in the configuration of the scope of availability check
- D. The Complete Delivery indicator is set in the business partner master record and in the customer material info record

Correct Answer: C

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#### QUESTION 13

What are characteristics of Core Data Services (CDS) views? (Choose two.)

- A. The analytical engine of embedded BW can be combined with CDS views to provide advanced reporting options
- B. CDS views speed up reporting by providing a dedicated persistency layer
- C. CDS views replace the analytical engine of embedded BW

D. CDS views are fully integrated into the ABAP development environment

Correct Answer: AB

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#### QUESTION 14

You want to set up a condition type so that it can only be entered manually in a sales order.

What options do you have to achieve this? (Choose three.)

- A. Set up the condition type as a header condition.
- B. Set up the condition type without an access sequence.
- C. Set up the condition type as a group condition.
- D. Set the manual entries indicator in the condition type.
- E. Set the manual indicator for the condition type in the pricing procedure.

Correct Answer: ABE

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#### QUESTION 15

You save a sales order and receive a system message that a business partner of a specific partner function is missing.

Which of the following partner functions can cause this problem? (Choose two.)

- A. Ship-to party (SH)
- B. Sold-to party (SP)
- C. Invoicing party (11)
- D. Ordering party (1 )

Correct Answer: AB

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