

# C\_TS462\_2022<sup>Q&As</sup>

SAP Certified Application Associate - SAP S/4HANA Sales 2022

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#### QUESTION 1

What are some of the prerequisites for the creation of a credit memo based on a credit memo request? Note: There are 2 correct answers to this question.

- A. Copying control must exist between the sales document and the billing document.
- B. The Billing Block field in the credit memo request must be empty.
- 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: AB

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#### QUESTION 2

How can you enable partial deliveries for a sales order, while making sure to get as few deliveries as possible?

- A. In each order item, set partial deliveries to required.
- B. In the order header, set order combination to allowed.
- C. In the order header, set the Complete Delivery indicator.
- D. In each order item, set complete delivery to required.

Correct Answer: A

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#### QUESTION 3

Which fields are used to determine the delivery item category? Note: There are 3 correct answers to this question.

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

Correct Answer: ACE

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#### QUESTION 4

You want to automatically supply your customers with an alternative material if the ordered material is not available. How would you do this?

- A. Create a material listing that includes both the ordered and substitution materials.
- B. Ensure all affected orders are included in a backorder processing run.
- C. Create a material determination record with an appropriate substitution reason.
- D. Create an assortment module that determines the permitted substitution materials.

Correct Answer: C

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#### QUESTION 5

You want to be able to enter a special price in a sales order for a certain customer that should ignore all applicable discounts. How can you achieve this?

- A. Activate the Condition Update indicator in the condition records for the special price.
- B. Set the Exclusion indicator in the condition records for all discounts.
- C. Create a condition record for a customer-specific price.
- D. Set the Exclusion indicator in the condition record for the special price.

Correct Answer: D

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#### QUESTION 6

What are some of the differences between the Create Billing Documents (VF04) transaction and the Create Billing Documents - Billing Due List Items app? Note: There are 2 correct answers to this question.

- A. With the app, a user can set default billing blocks for sales documents.
- B. With transaction VF04, a user can simulate the creation of multiple billing documents.
- C. With transaction VF04, a user can cancel a collective billing run.
- D. With the app, a user can block the automatic posting of billing documents.

Correct Answer: AB

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#### QUESTION 7

Which of the following is a characteristic of a service item in a sales order?

- A. The material has a specific item category group.
- B. The service item has no schedule line assigned.
- C. The item in the sales order is blocked for delivery.
- D. The Delivering Plant field is not required.

Correct Answer: A

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#### QUESTION 8

How does the system determine the warehouse number in an order-to-cash process?

- A. It is linked to a combination of plant and distribution channel.
- B. It is linked to a combination of plant and shipping point.
- C. It is linked to a combination of plant and storage location.
- D. It is linked to a combination of sales area and plant.

Correct Answer: C

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#### QUESTION 9

What are some characteristics of the process flow in SAP S/4HANA? Note: There are 2 correct answers to this question.

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

Correct Answer: BD

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#### QUESTION 10

SAP S/4HANA combines online transaction processing (OLTP) and online analytical processing (OLAP) on a single platform. What are the direct results of this? Note: There are 2 correct answers to this question.

- A. OLTP now runs on the data sets provided by OLAP.
- B. OLAP now uses real-time data.
- C. OLAP now uses its own set of aggregated data.
- D. There is no longer a need for Extract, Transform, and Load (ETL) activities.

Correct Answer: BD

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#### QUESTION 11

How is the link between SAP S/4HANA Sales and SAP S/4HANA Finance set up?

- A. Via the copying control between the invoice and the accounting document
- B. Via the general billing interface available in the system
- C. Via the link between a billing document request and an accounting document
- D. Via a unique assignment of a sales organization to a company code

Correct Answer: C

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#### QUESTION 12

You already have a condition record for a material price that is valid for the whole year. In addition to this standard price, you now have to set up a special sales price for this material that is only valid for the next two weeks. After this special price period, the standard price should be valid.

How do you maintain this requirement? Note: There are 2 correct answers to this question.

- A. Use the Manage Prices - Sales app.
- B. Use the Create condition with template transaction (transaction code VK14).
- C. Use the Creation of Price Lists app.
- D. Use the Change condition transaction (transaction code VK12).

Correct Answer: AD

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#### QUESTION 13

You are analyzing an order that shows the same material twice: once in the main item and once in the sub-item. What function can cause this behavior? Note: There are 2 correct answers to this question.

- A. Free goods
- B. Material determination
- C. Material listing
- D. Item proposal

Correct Answer: AB

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#### QUESTION 14

To which elements do you assign a partner determination procedure? Note: There are 2 correct answers to this question.

- A. Delivery item category

- B. Business partner category
- C. Account group
- D. Delivery type

Correct Answer: CD

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#### QUESTION 15

You want to process and monitor outbound deliveries. Which organizational unit supports this?

- A. Plant
- B. Warehouse number
- C. Distribution channel
- D. Shipping point

Correct Answer: D

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