



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

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

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### QUESTION 1

How do you configure the down-payment process? (Choose two.)

- A. Set up milestone billing.
- B. Set up the settlement type with a corresponding billing rule
- C. Set up periodic billing
- D. Set up the date proposal with a corresponding billing rule

Correct Answer: AD

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### QUESTION 2

Which field from the material master is used in route determination?

- A. Transportation group
- B. Item category group
- C. Loading group
- D. Delivering plant

Correct Answer: A

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### QUESTION 3

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

- A. It is linked to a combination of a shipping point and a loading point
- B. It is linked to a combination of a plant and a shipping point
- C. It is linked to a combination of a plant and a storage section
- D. It is linked to a combination of a plant and a storage location

Correct Answer: D

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### QUESTION 4

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 5

You want to set up a discount with a scale value (condition type K029) that is based on the material group "spare parts". The discount should be granted for all items in a sales order that are spare parts.

What do you need to set up for the condition type K029 so it meets this requirement?

- A. You need to set up the condition type K029 as a group condition
- B. You need to set up the scale base type for the condition type K029
- C. You need to set up the condition type K029 as a header condition
- D. You need to set the condition update indicator for the condition type K029

Correct Answer: A

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