



# C\_TSCM62\_66<sup>Q&As</sup>

SAP Certified Application Associate - Sales and Distribution, ERP 6.0  
EhP6

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### QUESTION 1

Which of the following is a prerequisite for using billing plans with down payments in an integrated SD-FI process?

- A. The requested down payment is determined as a separate item in the sales order by using item category determination.
- B. The standard billing type F2 must be used in the billing plan for the down payment.
- C. A sales order must be created with a milestone billing plan that contains the required down payment billing type and date.
- D. A sales order must be created with an installment plan that uses terms of payment to control the down payment.

Correct Answer: C

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### QUESTION 2

What do you have to consider when you assign sales organizations to company codes during the configuration of SD and FI? (Choose two)

- A. A sales organization can be assigned to several company codes.
- B. Sales organizations are assigned to company codes indirectly using the sales area.
- C. Several sales organizations can be assigned to one company code.
- D. Each sales organization is uniquely assigned to one company code.

Correct Answer: CD

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### QUESTION 3

Which of the following is used to determine item category WKN (Value Contract Item) for general value contracts (WK1)?

- A. Sales document type WK1 and material group VC (Value contract)
- B. Sales document type WK1 and value contract material WKM1
- C. Sales document type WK1 and item usage VCTR (Value contract)
- D. Sales document type WK1 and item category group NORM

Correct Answer: C

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### QUESTION 4

- A. To determine the value that is used for the accounting document when posting goods issue



- B. To display the average net sales price of this material during the last year
- C. To define the value that is used when posting the receivables for a customer ordering this material
- D. To display statistical information for the costs in the pricing environment of a sales order

Correct Answer: AD

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#### QUESTION 5

What is the difference between the SAP sales documents Delivery Free-of-Charge and Subsequent Delivery Free-of-Charge?

- A. Subsequent Delivery Free-of-Charge requires a mandatory reference to a sales document. Delivery Free-of-Charge does not have this requirement.
- B. Subsequent Delivery Free-of-Charge uses item category KLN, which carries out no pricing and no billing. Delivery Free-of-Charge uses item category TAN, which carries out pricing and billing.
- C. Delivery Free-of-Charge must be created with reference to a preceding invoice. Subsequent Delivery Free-of-Charge can be created with reference to an invoice or sales order.
- D. Subsequent Delivery Free-of-Charge is only created in case of partial deliveries. Delivery Free-of-Charge is created with reference to return deliveries only.

Correct Answer: A

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