



# 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 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 2

Your sales representative wants to enter a discount that should only be entered manually in the pricing screen of a sales order.

How do you implement this business requirement? (Choose two)

- A. Define a new condition type without an access sequence.
- B. Define a new condition type and mark it as a group condition.
- C. Assign an access sequence to the condition type.
- D. Mark the condition type within the pricing procedure as a manual condition.

Correct Answer: AD

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### QUESTION 3

You have been asked to change a process so that only automatically determined conditions are redetermined in the billing document during sales invoicing.

Where is this behavior controlled?

- A. In the item category of the billing type
- B. In the billing type
- C. In the copy control at item level
- D. In the condition type

Correct Answer: C

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**QUESTION 4**

You issue goods from a warehouse to a customer.

What system responses accompany this process? (Choose three)

- A. The post goods issue process reduces the corresponding requirements in materials planning.
- B. The post goods issue process leads to a change in value of the corresponding stock accounts in accounting.
- C. The post goods issue process is executed with reference to the respective sales order.
- D. The post goods issue process reduces the stock level.
- E. After the post goods issue process is initiated, the system can begin to pack the materials.

Correct Answer: ABD

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**QUESTION 5**

Which of the following functions can you use to display an overview of customer-specific prices for various customers on one screen?

- A. Net price list
- B. Pricing analysis
- C. Pricing report
- D. Pricing log

Correct Answer: C

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**QUESTION 6**

Which of the following document flows describe possible standard sales processes? (Choose two)

- A. Inquiry ? quotation ? value contract ? order with reference to the value contract ? invoice ? accounting document
- B. Invoice correction request with reference to a standard order ? delivery ? transfer order ? post goods issue ? invoice ? accounting document
- C. Inquiry ? quotation ? order ? shipment ? transfer order ? post goods issue ? invoice ? accounting document
- D. Standard order with reference to a quotation ? delivery ? transfer order ? post goods issue ? invoice ? accounting document

Correct Answer: AD

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**QUESTION 7**



Your company wants to have a new condition record for freight costs. The condition type should consider the gross weight of all the order items and handle the following scale:

From 0 kg - 8 EUR

From 1 kg - 12 EUR

From 5 kg - 16 EUR

From 10 kg - 20 EUR

Which of the following do you have to configure in the condition type to meet this requirement? (Choose two)

- A. Set the Exclusion indicator to net price.
- B. Set the calculation type to fixed amount.
- C. Select the Header condition checkbox.
- D. Select the Group condition checkbox.

Correct Answer: BD

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#### QUESTION 8

When you create a new sales order, which master data is automatically copied to the sales order? (Choose two)

- A. The incoterms from the sales area data of the sold-to party
- B. The price list from the general data of the bill-to-party
- C. The terms of payment from the company code data
- D. The agreement on partial deliveries from the sales area data of the ship-to party

Correct Answer: AD

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#### QUESTION 9

Which of the following elements can directly influence whether an availability check will be performed? (Choose two)

- A. The schedule line category in the sales document
- B. The item category in the sales document
- C. The delivery type
- D. The checking group in the material master

Correct Answer: AD

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**QUESTION 10**

In addition to the external balance sheet, you want to create an internal balance sheet based on additional criteria particularly with regard to divisions.

How do you fulfill this requirement?

- A. Create business areas and assignment rules to determine the particular business area.
- B. Create business areas and assign them directly to company codes.
- C. Create business areas and assign them by using the account assignment group for payers.
- D. Create an additional company code that is flagged as relevant for the internal balance sheet.

Correct Answer: A

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**QUESTION 11**

If the material entered in the sales order is not available, how is the user alerted to this situation?

- A. The availability control screen is displayed.
- B. The system automatically sets the order quantity to zero.
- C. The incompleteness log displays the unconfirmed schedule line as a missing field.
- D. The system highlights the schedule line.

Correct Answer: A

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**QUESTION 12**

Which of the following statements regarding partner determination are correct? (Choose two)

- A. The origin of partners that are automatically determined during the creation of sales documents is controlled using a condition type.
- B. When you create a standard order, the permitted partners are automatically copied from the customer master to the document.
- C. In a partner determination procedure, all allowed partner functions are listed.
- D. Partner determination procedures can be defined in sales documents at header, item, and schedule-line level.

Correct Answer: BC

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**QUESTION 13**

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 14

In a sales order, schedule line category CP was found. The sales document item contains the following information: The MRP type from the material master is M0 and the relevant item category is TAN. The assignment table for schedule line categories has no entry for the combination of TAN and M0.

How was the schedule line category determined in this case?

- A. Using the assignment table with the item category and SD document category criteria
- B. Using the assignment table with the item category and item usage criteria
- C. Using the default schedule line category of the sales document type
- D. Using the assignment table only with the criteria item category

Correct Answer: D

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#### QUESTION 15

You have set up condition type K029 as a gross-weight-calculated discount based on the material group. You now want to implement this for ordered materials belonging to the same material group. The system

should accumulate the gross weight of the items to determine the scale rate.

For the required weight accumulation, which of the following must you use for condition type K029?

- A. Group condition
- B. Condition supplements
- C. Scale basis
- D. Scale formula

Correct Answer: A