C_TS462_2020 Q&As

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

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QUESTION 1

You already have a condition record for a material price that is valid for the whole year. Now you have to set up a special sales price for this material for the next two weeks.

How do you do this? (Choose two.)

A. You use the transaction Change condition (transaction code VK12)

B. You use the transaction Create condition (transaction code VK11)

C. You use the Creation of Price Lists app

D. You use the Manage Prices - Sales app

Correct Answer: AD

QUESTION 2

Which channels are supported by BRF+ Output Management? (Choose three.)

A. Print

B. XML

C. Fax

D. Email

E. ALE

Correct Answer: ABD

QUESTION 3

You want to automatically supply your customers with another material if the ordered material is not available.

How would you do this?

A. Create a material determination record with an appropriate substitution reason

B. Ensure future replenishments of the ordered material are excluded from the material availability check

C. Deactivate the material availability check and use material determination instead

D. Create a material listing that includes both the ordered and substitution materials

Correct Answer: D

QUESTION 4

Which technology is used to support SAP S/4HANA Embedded Analytics?

A. Pool and cluster tables

B. SAP Java stack

C. SAP HANA SDA (Smart Data Access)

D. CDS views (Core Data Services)

Correct Answer: D

QUESTION 5

To which elements do you assign a partner determination procedure? (Choose two.)

A. Account group

B. Business partner category

C. Delivery item category

D. Delivery type

Correct Answer: AB

QUESTION 6

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

QUESTION 7

Your company uses various strategies to supply your customers with goods and/or services.

Which organizational structure element can be used to model these strategies?

A. Supply chain unit

B. Sales organization

C. Route

D. Distribution channel

Correct Answer: D

QUESTION 8

You are using incompleteness procedures in your system.

To which elements can they be assigned? (Choose three.)

A. Business partner category

B. Partner function

C. Material type

D. Item category

E. Schedule line category

Correct Answer: BDE

QUESTION 9

You want to determine the item category in a sales document.

What do you need to consider? (Choose two.)

A. The higher-level item

B. The material master data

C. The sales organization

D. The customer master data

Correct Answer: AB

QUESTION 10

What can you configure in a billing type? (Choose two.)

A. Default delivery type for billing

B. Reference mandatory indicator

C. Item number increment

D. Billing type for cancellation

Correct Answer: AD

QUESTION 11

How do you limit the choice of order reasons for a sales document?

A. Assign the permitted reasons to the relevant sales item category

B. Assign the permitted order reasons to the relevant sales organization

C. Specify the permitted order reasons in the relevant customer master

D. Specify the permitted reasons in the customer material info record

Correct Answer: B

QUESTION 12

When you create billing documents, you want to ensure that their texts are sourced from the outbound delivery, not from the sales order.

Where do you configure this?

A. Delivery type

B. Text determination procedure

C. Copying control

D. Billing type

Correct Answer: B

QUESTION 13

To avoid critical situations in demand and procurement, the material availability check can be combined with product allocations.

Which benefit can be achieved by this?

A. Picking processes can be accelerated

B. Goods distribution can be optimized

C. Procurement costs can be reduced

D. Material requirements can be reduced

Correct Answer: C

QUESTION 14

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

QUESTION 15

You want to set up automatic pricing in a sales order.

Which actions should you take to achieve this? (Choose two.)

A. You set up condition tables and assign them to the relevant condition types

B. You set up condition tables and assign them to the relevant access sequences

C. You set up condition types and assign them to the relevant pricing procedure

D. You set up condition categories and assign them to the relevant pricing procedure

Correct Answer: BC

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