



C_TSCM62_67^{Q&As}

SAP Certified Application Associate - Sales and Distribution, ERP 6.0
EhP7

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**QUESTION 1**

You want to make sure that a credit memo request is NOT processed further until a secondary check is performed and the request is approved.

What do you do?

- A. Set up the sales order type as reference mandatory.
- B. Set up a billing block and assign it to the sales order type.
- C. Set up a payment guarantee procedure for the billing type.
- D. Set up the posting block at the billing type.

Correct Answer: B

QUESTION 2

Which parameters control the availability check? (Choose two.)

- A. Schedule line category
- B. Loading group
- C. Checking group
- D. Transportation group

Correct Answer: AC

QUESTION 3

Your company decided to change the price of a material and wants to keep a pricing history. How can you update the condition records?

- A. Change the price within the sales order to update the condition record.
- B. Change the pricing condition record.
- C. Create a new pricing condition record using a template.
- D. Change the price using the update function of the condition type.

Correct Answer: C

QUESTION 4

During quotation processing, a new quotation header text should be entered by the users. Which configuration is



necessary?

- A. A new text type has to be created and assigned to the respective document type.
- B. An access sequence has to be assigned to the text object.
- C. You have to create a new text type and add it to the respective text determination procedure.
- D. You have to decide whether texts are referenced or copied for the relevant item categories.

Correct Answer: C

QUESTION 5

You have configured a sales document type with the following number systems:

Number range internal assignment: 01 Number range external assignment: 02 Item number increment: 10 Subitem increment: 1.

What are the actions and consequences when you create a sales order based on this document type? (Choose two)

- A. Action: You enter a sales document number manually and save the sales document. Consequence: A number from number range 01 is assigned to the document.
- B. Action: You enter a bill of material (BOM). Consequence: The subitems are numbered with increments of one.
- C. Action: You enter a sales document. Consequence: You can enter an external document number from number range 02 or receive an internally assigned document number after saving.
- D. Action: You save the sales order. Consequence: A new sequential document number is generated by number range 02.

Correct Answer: BC

QUESTION 6

Which activities can you carry out within the List of Sales Orders (transaction VA05) standard report? (Choose two.)

- A. Execute backorder processing.
- B. Initiate a pricing update.
- C. Release the customer expected price.
- D. Calculate the sum of values.

Correct Answer: AD

QUESTION 7

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

QUESTION 8

For what purposes can you use transaction variants? (Choose two)

- A. To enable default values for data fields in a user-defined transaction
- B. To add new external fields to the sales document
- C. To hide fields in a sales order
- D. To modify the layout of a report

Correct Answer: AC

QUESTION 9

From which of the following master records does the system determine the delivering plant? (Choose three.)

- A. Condition master record
- B. Customer master of the Sold-to party
- C. Material master record
- D. Customer master of the Ship-to party
- E. Customer material information record

Correct Answer: CDE

QUESTION 10

For which condition types can you maintain a condition master record for pricing? (Choose two.)

- A. Freight ?KF00
- B. Costs ?VPRS
- C. Cash discount ?SKTO
- D. Surcharges ?KP01



Correct Answer: AD

QUESTION 11

You want to use the material determination in sales orders to replace entered materials if they are not available.

How can you achieve this?

- A. Deactivate the ATP check in the schedule line and activate it in the material determination record.
- B. Choose a substitution reason with the `Automatic` substitution strategy for the material determination.
- C. Adjust the access sequence of the material determination to check the available quantities of the materials.
- D. Deactivate the availability check in the material master and use the material determination instead.

Correct Answer: B

QUESTION 12

Which of the following is a benefit of SAP Solution Manager?

- A. It reduces the cost of implementation and continuous improvement.
- B. It provides common master data management within all SAP systems.
- C. It enables central Enterprise Search within all SAP systems.
- D. It reduces the number of systems and operates only one central IT landscape.

Correct Answer: A

QUESTION 13

Which of the following must you set up in sales customizing to create an order-related delivery?

- A. An item category with "Item is relevant for delivery"
- B. An item category and scheduling agreement type
- C. An item category with "Schedule Line allowed"
- D. An item category and MRP type

Correct Answer: C

QUESTION 14

Which control settings are required for a Bill of Material scenario? (Choose two.)



- A. Set the structure scope in the main item category.
- B. Determine if items should be delivered as a group.
- C. Set the sales document type to check the item division.
- D. Set the schedule line check for product allocation.

Correct Answer: AB

QUESTION 15

Which of the following are split criteria that prevent the combination of sales orders into one delivery document?
(Choose three)

- A. Incoterms
- B. Ship-to party
- C. Goods issue date
- D. Shipping point
- E. Plant

Correct Answer: ABD

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