C_TS462_2020^{Q&As}

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

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QUESTION 1

Your outbound deliveries must automatically determine storage locations.

Where do you activate this?

- A. Outbound deliver type
- B. Route
- C. Shipping point
- D. Outbound delivery item category

Correct Answer: C

QUESTION 2

What are some characteristics of SAP Smart Business? (Choose three.)

- A. It supports an exception-based working model
- B. It combines real-time insights with analytics and transactional follow-up activities
- C. SAP Smart Business is configured entirely based on SAP Best Practices
- D. KPIs (Key Performance Indicators) are visualized and target thresholds can be defined
- E. Every transaction code used in SAP Smart Business can be linked to a unique URL

Correct Answer: ABD

QUESTION 3

In which type of outline agreement would you see details of confirmed material quantities and delivery dates?

- A. Quantity contract
- B. Material-related value contract
- C. Scheduling agreement
- D. General value contract

Correct Answer: C

QUESTION 4

Leads4Pass

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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 5

What is a use case for a billing plan type?

- A. Billing document requests
- B. Preliminary billing
- C. Milestone billing
- D. Invoice lists

Correct Answer: C

QUESTION 6

Which business partner categories can you use to create customer master records? (Choose two.)

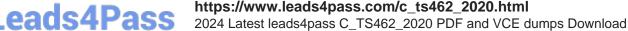
- A. Company
- B. Person
- C. Consumer
- D. Organization

Correct Answer: BD

QUESTION 7

Where do you configure the default billing type to be used for order-related or delivery-related billing?

- A. Delivery type
- B. Sales document type



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- C. Sales document item category
- D. Delivery document item category

Correct Answer: B

QUESTION 8

Where can you control whether or not to perform a material availability check? (Choose three.)

- A. In the requirements class
- B. In the schedule line category
- C. In the sales order item category
- D. In the material master record
- E. In the customer master record

Correct Answer: ABD

QUESTION 9

What are some of the prerequisites for creation of a credit memo based on a credit memo request? (Choose two.)

- A. The Billing Block field in the credit memo request must be empty
- B. Copying control must exist between the sales document and the billing document
- C. An appropriate reason for rejection must be assigned to the original sales order item
- D. The billing document of the original customer invoice must be cancelled

Correct Answer: AC

QUESTION 10

You want to use billing as part of the sales process.

Which organizational units must be configured? (Choose two.)

- A. Company code
- B. Operating concern



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- C. Sales office
- D. Sales organization

Correct Answer: AD

QUESTION 11

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

QUESTION 12

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 13

Which fields are used to determine the delivery item category? (Choose three.)

- A. Delivery type
- B. Higher-level item category
- C. MRP type
- D. Item category group



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E. Shipping point

Correct Answer: ABD

QUESTION 14

Which documents can only be created with reference to a billing document? (Choose two.)

- A. Preliminary billing document
- B. Invoice cancellation
- C. Invoice correction request
- D. Debit memo request

Correct Answer: BC

QUESTION 15

In the cash sales process, the output representing the customer invoice is produced from which document type?

- A. Billing document
- B. Delivery
- C. Material document
- D. Sales order

Correct Answer: A

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