

C_TS462_2022^{Q&As}

SAP Certified Application Associate - SAP S/4HANA Sales 2022

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QUESTION 1

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. Capacity overloads can be avoided.
- B. More sales orders can be confirmed.
- C. Procurement costs can be reduced.
- D. Goods distribution can be optimized.

Correct Answer: D

QUESTION 2

Which settings do the cash sales process and the rush order process have in common? Note: There are 2 correct answers to this question.

- A. The item category determination
- B. The billing type settings
- C. The lead time in days
- D. The immediate delivery setting

Correct Answer: BD

QUESTION 3

How can you reduce the maintenance effort for customer master data? Note: There are 2 correct answers to this question.

- A. Use the common master data concept.
- B. Use multi-address handling.
- C. Use business partner roles.
- D. Use customer-vendor integration.

Correct Answer: AC

QUESTION 4

You normally include multiple sales orders in your outbound deliveries. Which sales order fields would prevent this from happening if their content was different? Note: There are 3 correct answers to this question.

- A. Ship-to party
- B. Delivery date
- C. Plant
- D. Incoterms
- E. Material group

Correct Answer: ABD

QUESTION 5

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

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

Correct Answer: B

QUESTION 6

Which type of SAP S/4HANA app delivers exception-based processing, combining analytics with follow-up actions to resolve issues?

- A. SAP Smart Business
- B. Factsheets
- C. Transactional apps
- D. SAP S/4HANA embedded analytics

Correct Answer: D

QUESTION 7

Which fields are used to determine the delivery item category? Note: There are 3 correct answers to this question.

- A. Higher-level item category
- B. MRP type

- C. Delivery type
- D. Shipping point
- E. Item category group

Correct Answer: ACE

QUESTION 8

When you create a business partner, allocation of the business partner number is controlled by a number range assigned to which object?

- A. Business partner grouping
- B. Business partner role
- C. Business partner category
- D. Account group

Correct Answer: A

QUESTION 9

Which of the following SAP S/4HANA Sales organizational unit assignments are mandatory? Note: There are 2 correct answers to this question.

- A. Division to sales organization
- B. Plant to combination of sales organization and distribution channel
- C. Sales office to sales area
- D. Sales group to sales office

Correct Answer: AB

QUESTION 10

Which fields are used in the determination of the shipping point? Note: There are 3 correct answers to this question.

- A. Transportation group
- B. Plant
- C. Loading group
- D. Shipping conditions
- E. Sales document type

Correct Answer: BCD

QUESTION 11

Which of the following is a characteristic of decision table processing as used in BRF+ output management?

- A. Every table row is processed in sequence. In each row, every condition column cell is processed from right to left.
- B. It is possible to evaluate the content of condition column cells by using comparison operators or value ranges.
- C. It is possible to maintain multiple condition column cells, but only one result column cell for each table row
- D. Every condition column is processed in sequence. In each condition column, every row is processed from top to bottom.

Correct Answer: C

QUESTION 12

When BRF+ output management successfully issues an output, where is the rendered PDF document stored?

- A. Spool file
- B. Business Object Builder
- C. KPro archive
- D. OData service

Correct Answer: C

QUESTION 13

Where can you control whether a material availability check can be performed? Note: There are 3 correct answers to this question.

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

Correct Answer: ABE

QUESTION 14

You want to automatically supply your customers with an alternative material if the ordered material is not available. How would you do this?

- A. Create a material listing that includes both the ordered and substitution materials.
- B. Ensure all affected orders are included in a backorder processing run.
- C. Create a material determination record with an appropriate substitution reason.
- D. Create an assortment module that determines the permitted substitution materials.

Correct Answer: C

QUESTION 15

You want to use condition exclusion. For which of the following pricing elements can you set the condition exclusion indicator? Note: There are 2 correct answers to this question.

- A. Condition record
- B. Condition category
- C. Condition type groups
- D. Condition type

Correct Answer: AD

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