



# C\_TSCM62\_67<sup>Q&As</sup>

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

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#### QUESTION 1

What are characteristics of the make-to-order process with Assembly Processing? (Choose two.)

- A. The sales order requires a phantom item for the transfer of requirement.
- B. The sales order directly initiates the posting of the goods issue.
- C. The production order is directly created from the sales order.
- D. The material is stored in a sales order specific stock.

Correct Answer: CD

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#### QUESTION 2

What is a characteristic of a free goods process?

- A. Inclusive free goods can have a different additional material for free goods.
- B. Exclusive free goods can be used without line item generation.
- C. Exclusive free goods means that the item will have an additional free quantity above what was ordered.
- D. Inclusive free goods means that you will have an additional free quantity above what was ordered.

Correct Answer: C

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#### QUESTION 3

What is the difference between the SAP sales documents Delivery Free-of-Charge and Subsequent Delivery Free-of-Charge?

- A. Subsequent Delivery Free-of-Charge requires a mandatory reference to a sales document. Delivery Free-of-Charge does not have this requirement.
- B. Subsequent Delivery Free-of-Charge uses item category KLN, which carries out no pricing and no billing. Delivery Free-of-Charge uses item category TAN, which carries out pricing and billing.
- C. Delivery Free-of-Charge must be created with reference to a preceding invoice. Subsequent Delivery Free-of-Charge can be created with reference to an invoice or sales order.
- D. Subsequent Delivery Free-of-Charge is only created in case of partial deliveries. Delivery Free-of-Charge is created with reference to return deliveries only.

Correct Answer: A

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#### QUESTION 4



Your customers submit payment for open accounts receivables by referring to the sales order document number, not the invoice number. You maintain the Customizing settings so that the sales document number is transferred as the reference number in the accounting document.

What do you need to consider when transferring the sales order document number as a reference number to Financial Accounting (FI)?

- A. The sales revenues will be posted to a different account in FI when you use the sales order number as the reference number.
- B. Using the sales order number as the reference number will lead to a posting block. You will have to release billing documents for transfer to FI.
- C. Using the sales order number as a reference number could lead to an invoice split.
- D. You have to maintain copy control entries from order-related billing documents to FI accounting documents

Correct Answer: C

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#### QUESTION 5

Which properties does the condition type in the condition master record control? (Choose two.)

- A. Pricing procedure
- B. Scales
- C. Access sequence
- D. Validity period

Correct Answer: BD

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