



# C\_TS462\_2020<sup>Q&As</sup>

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

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### QUESTION 1

Which decisions do you have to make when configuring a new delivery item category? (Choose two.)

- A. Whether over-delivery is allowed
- B. Whether packing information should be entered
- C. Whether a delivery should be split by warehouse number
- D. Whether the route should be redetermined

Correct Answer: AB

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### QUESTION 2

You are configuring the organizational structure in your system.

Which assignments are possible? (Choose three.)

- A. Assign multiple loading points to a plant
- B. Assign a shipping point to multiple plants
- C. Assign multiple distribution channels to one company code
- D. Assign a plant to multiple sales organizations/distribution channels
- E. Assign multiple plants to one company code

Correct Answer: CDE

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### QUESTION 3

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

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#### QUESTION 4

Which controls can you set when you configure a schedule line category? (Choose two.)

- A. Structure scope
- B. Goods movement type
- C. Delivery relevance
- D. Create delivery group

Correct Answer: BC

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#### QUESTION 5

What is a prerequisite for billing?

- A. You need a sales document type that is configured to be billing relevant
- B. You need an order item category that is configured to be billing relevant
- C. You need a billing document request for which a goods issue was posted
- D. You need a delivery type for which the invoicing date was determined

Correct Answer: B

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#### QUESTION 6

How do you configure the down-payment process? (Choose two.)

- A. Set up milestone billing.
- B. Set up the settlement type with a corresponding billing rule
- C. Set up periodic billing
- D. Set up the date proposal with a corresponding billing rule

Correct Answer: AD

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#### QUESTION 7



Which elements are assigned to field reference groups to influence the status of fields in the material master? (Choose two.)

- A. Industry sector
- B. Plant
- C. Item category group
- D. Sales organization

Correct Answer: AB

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### QUESTION 8

In a free goods scenario, which elements influence how the item category is determined for the free goods item? (Choose two.)

- A. The item category group from the material master
- B. The item category of the higher-level item
- C. The material price group from the customer master
- D. The item usage assigned to the discount condition type

Correct Answer: BD

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### QUESTION 9

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

- A. Print
- B. XML
- C. Fax
- D. Email
- E. ALE

Correct Answer: ABD

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### QUESTION 10

What are some features of the Sales Order Fulfillment Issues app? (Choose two.)

- A. The app shows cost simulations for all possible order fulfillment scenarios
- B. The app allows a user to monitor sales orders in critical stages and efficiently address issues



- C. The process flow can be used to directly resolve issues as fast as possible
- D. Icons and colors are used in the app to represent different types of issues

Correct Answer: BC

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#### QUESTION 11

How does the rush order process differ from the standard order process?

- A. Shipping output is based on the sales order
- B. A stock availability check is not performed
- C. A special type of outbound delivery is used
- D. An outbound delivery is created automatically

Correct Answer: D

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#### QUESTION 12

You are analyzing an order that shows the same material twice: once in the main item and once in the sub-item.

What function can cause this behavior? (Choose two.)

- A. Material determination
- B. Sales item proposals
- C. Listing
- D. Free goods

Correct Answer: BC

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#### QUESTION 13

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

Correct Answer: B

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#### QUESTION 14

Which time components are used to calculate the confirmed delivery date in a sales order? (Choose two.)

- A. Transit time of the route
- B. Transportation lead time of the forwarding agent
- C. Pick/pack time of the warehouse number
- D. Loading time of the shipping point

Correct Answer: CD

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#### QUESTION 15

When performing backorder processing, which confirmation strategies can you select? (Choose three.)

- A. Redistribute
- B. Fill
- C. Obtain
- D. Gain
- E. Drop

Correct Answer: ADE

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