



# SAP

*C\_TS462\_2020*

*SAP Certified Application Associate – SAP S/4HANA Sales 2020*

## Questions & Answers PDF

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## Question: 1

What are the effects of posting the goods issue during a sales process? Note: There are 3 correct answers to this question.

- A. The billing document can now be created.
- B. The warehouse task status is set to complete.
- C. The overall status of the delivery is set to complete.
- D. The document flow is updated.
- E. Delivery requirements in material planning are updated.

**Answer: ADE**

## Question: 2

You need to change standard sales processing logic and your requirement cannot be met in Customizing. What options will ensure there are no changes to SAP-delivered objects? Note: There are 3 correct answers to this question.

- A. Customer exit
- B. Enhancement point
- C. Business transaction event (BTE)
- D. Modification
- E. SAP Best Practices

**Answer: ABC**

## Question: 3

How can you reduce the maintenance effort for customer master data?

- A. Use the common master data concept.
- B. Use the common view concept for master data.
- C. Use the business partner roles.
- D. Use the customer-vendor integration.

**Answer: C**

### Question: 4

You investigate the standard behavior of the two sales document types Delivery Free of Charge (FD) and Subsequent Delivery Free of Charge (SD). What do you find out? Note: There are 2 correct answers to this question.

- A. Documents of both document types can use the same item category.
- B. A Subsequent Delivery Free of Charge has to be created with reference to a preceding document.
- C. In both cases, materials are priced and billed normally but the shipping is free of charge.
- D. A Delivery Free of Charge is used to deliver material due to a complaint.

**Answer: BD**

### Question: 5

When performing backorder processing, which confirmation strategies can you select? Note: There are 3 correct answers to this question.

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

**Answer: CDE**

### Question: 6

What are characteristics of decision table processing, as used in BRF+ based output management?

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

**Answer: D**

### Question: 7

Which of the following settings are required to be able to deliver a product? Note: There are 2 correct answers to this question.

- A. You need to set the Item Relevant for Delivery indicator in the item category.
- B. You need to set up the item category as relevant for delivery-related billing.
- C. You need to set the Schedule Lines Allowed indicator in the item category.
- D. You need to set up copying control in Logistics Execution for the item category.

**Answer: AC**

### Question: 8

You want to create a new customer for use in sales processes. For which organizational levels do you need to maintain the data?

- A. Customer group and company code
- B. Sales area and business area
- C. Customer group and controlling area
- D. Sales area and company code

**Answer: D**

### Question: 9

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

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

**Answer: D**

### Question: 10

You want to use billing as part of the sales process. Which organizational units must be configured? Note: There are 2 correct answers to this question.

- 
- A. Sales organization
  - B. Operating concern
  - C. Sales office
  - D. Company code

<b>Answer: AD</b>
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