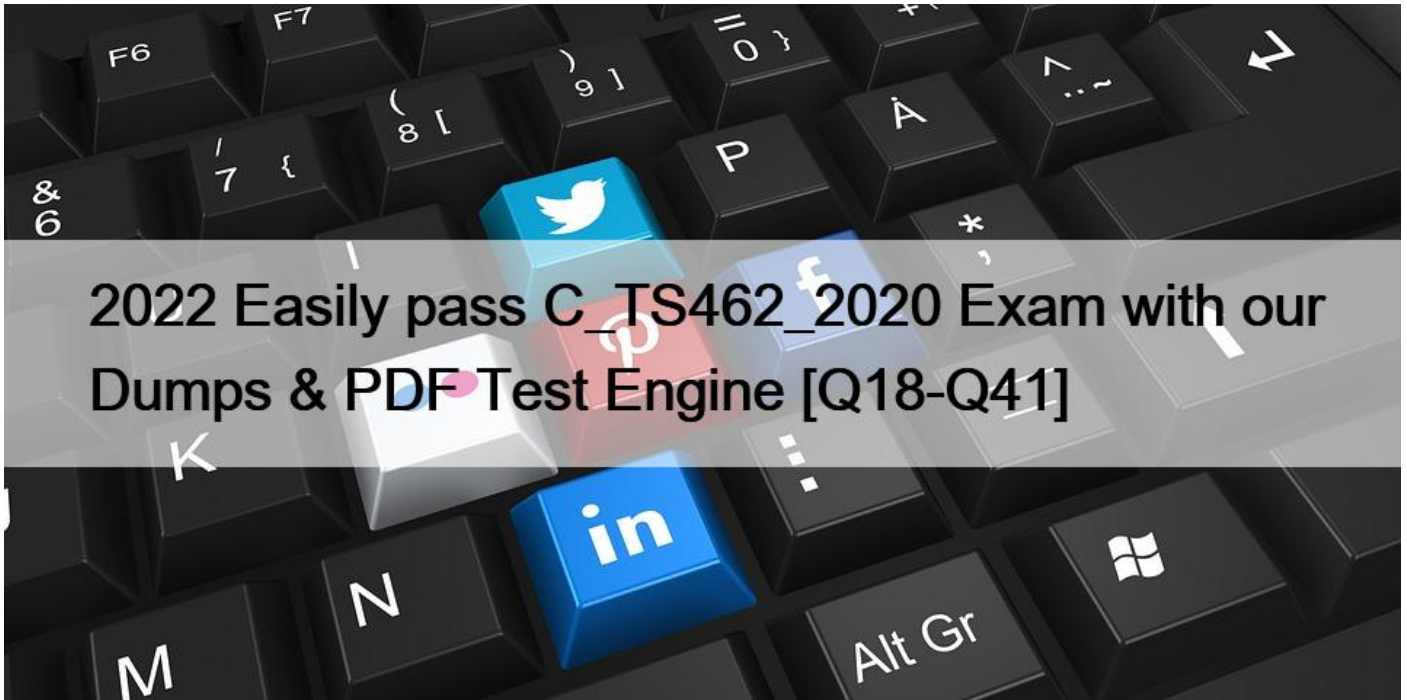


## 2022 Easily pass C\_TS462\_2020 Exam with our Dumps & PDF Test Engine [Q18-Q41]



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### SAP C\_TS462\_2020 Exam Description:

The "SAP Certified Application Associate - SAP S/4HANA Sales 2020" certification exam validates that the candidate possesses the fundamental and core knowledge required of the SAP S/4HANA Sales profile. This certification proves that the candidate has an overall understanding and in-depth technical skills to participate as a member of a project team in a mentored role. This certification exam is recommended as an entry level qualification.

### SAP C\_TS462\_2020 Exam Syllabus Topics:

TopicDetailsTopic 1- Maintain customization settings required to perform basic shipping processes- Set up and maintain relevant master dataTopic 2- Describe how shipping transactions are processed in relation to sales order management- Explain and perform tasks relating to Organizational StructuresTopic 3- Availability check and Advanced ATP- Shipping Process and Customizing- Billing Process and CustomizingTopic 4- Explain and perform tasks relating to Availability Check- Explain and perform tasks relating to Sales Documents (customizing)Topic 5- Maintain customization settings required to perform basic billing processes- Explain and perform tasks relating to Billing (basics)

### QUESTION 18

The shipping condition in a sales order? Please choose the correct answer.

\* Bill-to party

- \* Sold-to party
- \* Payer
- \* Ship-to party

### QUESTION 19

You want to configure that only complete sales documents can be saved. How can you achieve this?

- \* In the configuration of all schedule line categories used, you set the flag Dialog Message for Incompletion.
- \* You assign an incompleteness procedure to all item categories used in sales.
- \* In the configuration of all sales document types used, you set the flag Dialog Message for Incompletion.
- \* You assign an incompleteness procedure to all schedule line categories used in sales.

### QUESTION 20

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.

- \* Company code
- \* Sales office
- \* Sales organization
- \* Operating concern

### QUESTION 21

What activity is supported by the Sales Order Fulfillment Monitor? Please choose the correct answer.

- \* Change KPI data for sales
- \* Create sales contracts
- \* Resolve incomplete data
- \* Track warehouse orders

### QUESTION 22

When you create billing documents, you want to ensure that their texts are sourced from the outbound delivery, not from the sales order. Where do you configure this?

- \* Copying control
- \* Delivery type
- \* Billing type
- \* Text determination procedure

### QUESTION 23

Which organizational elements are mandatory for the order-to-cash process? There are 2 correct answers to this question.

- \* Business area
- \* Warehouse number
- \* Company code
- \* Plant

### QUESTION 24

A header partner function is to be used and changed on the item level. Which setting do you have to make to achieve this?

Please choose the correct answer.

- \* Select the 'Copy partner function' parameter in the Customizing settings for the item category
- \* Maintain the sales document header as the relevant source for the partner function
- \* Mark the partner function as unique in the partner determination procedure of the sales document type
- \* Include the partner function in the partner determination procedure of the item category

### QUESTION 25

How can you manage which materials can be released for a value contract? Note: There are 2 correct Answers to this question.

- \* You assign a product hierarchy to the value contract.
- \* You assign an assortment module to the value contract.
- \* You set up the dependent profitability segment for the value contract.
- \* You assign a life cycle profile in copying control.

### QUESTION 26

Which partner function determines the shipping condition in a sales order? Please choose the correct answer.

- \* Payer
- \* Sold-to Party
- \* Bill to Pay
- \* Ship-to-Party

### QUESTION 27

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

- \* Sales document type
- \* Delivery document item category
- \* Delivery type
- \* Sales document item category

### QUESTION 28

Where is the pricing of a Bill of Material item controlled? Please choose the correct answer.

- \* Item category
- \* Higher level item
- \* Item category group
- \* Item type

### QUESTION 29

Which elements are part of item category determination? There are 3 correct answers to this question.

- \* Item category group
- \* Higher level item category
- \* Sales document type
- \* Material group
- \* SD document category

### QUESTION 30

Which elements are assigned to field reference groups to influence the status of fields in the material master? Note: There are 2 correct Answers to this question.

- \* Sales organization
- \* Plant
- \* Industry sector
- \* Item category group

### QUESTION 31

What are some characteristics of the process flow in SAP S/4HANA? Note: There are 2 correct Answers to this question.

- \* The status of a document is predicted using Artificial Intelligence (AI) algorithms.
- \* Color coding is used to indicate the status of a document.
- \* Issue solving is supported by a wizard based on Machine Learning (ML).
- \* The process flow supports direct navigation to applications that can be used to solve problems.

### QUESTION 32

What does the billing type control? There are 2 correct answers to this question.

- \* Billing relevance
- \* Billing date determination
- \* Number range
- \* Account determination

### QUESTION 33

Which parameters control the availability check? There are 2 correct answers to this question.

- \* Loading group
- \* Transportation group
- \* Checking group
- \* Schedule line category

### QUESTION 34

You want to extend the material master record to another sales organization and distribution channel. Which activity do you have to perform to achieve this?

Please choose the correct answer.

- \* Create material type
- \* Change material
- \* Create material
- \* Change material type

### QUESTION 35

Which of the following are part of the analytics floorplan in Sales and Billing? There are 3 correct answers to this question.

- \* Code pages
- \* Object pages
- \* Base pages
- \* List pages
- \* Overview pages

### QUESTION 36

What are the sources of the time components that are used for the delivery and transportation scheduling?

There are 2 correct answers to this question.

- \* Plant
- \* Shipping point
- \* Route
- \* Loading group

### QUESTION 37

For which type of outline agreement do you determine the material from the item category?

- \* Condition contract
- \* Scheduling agreement
- \* Quantity contract
- \* Value contract

### QUESTION 38

Which process step is mandatory in outbound delivery? Please choose the correct answer.

- \* Picking
- \* Transportation planning
- \* Packing
- \* Posting the goods issue

### QUESTION 39

When you create a sales order with reference to a quotation, you want to ensure the entire quotation is always included in the order.

Where do you make this setting?

- \* Customer master
- \* Copying control
- \* Sales organization
- \* Sales order type

### QUESTION 40

What capabilities does SAP S/4HANA embedded analytics provide? There are 2 correct answers to this question.

- \* Automatic update of story boards
- \* Comparison of current data with historical data to identify trends
- \* Strategic analysis
- \* Real time decision support

### QUESTION 41

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

- \* Shipping output is based on the sales order.
- \* A special type of outbound delivery is used.
- \* A stock availability check is not performed.

\* An outbound delivery is created automatically.

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