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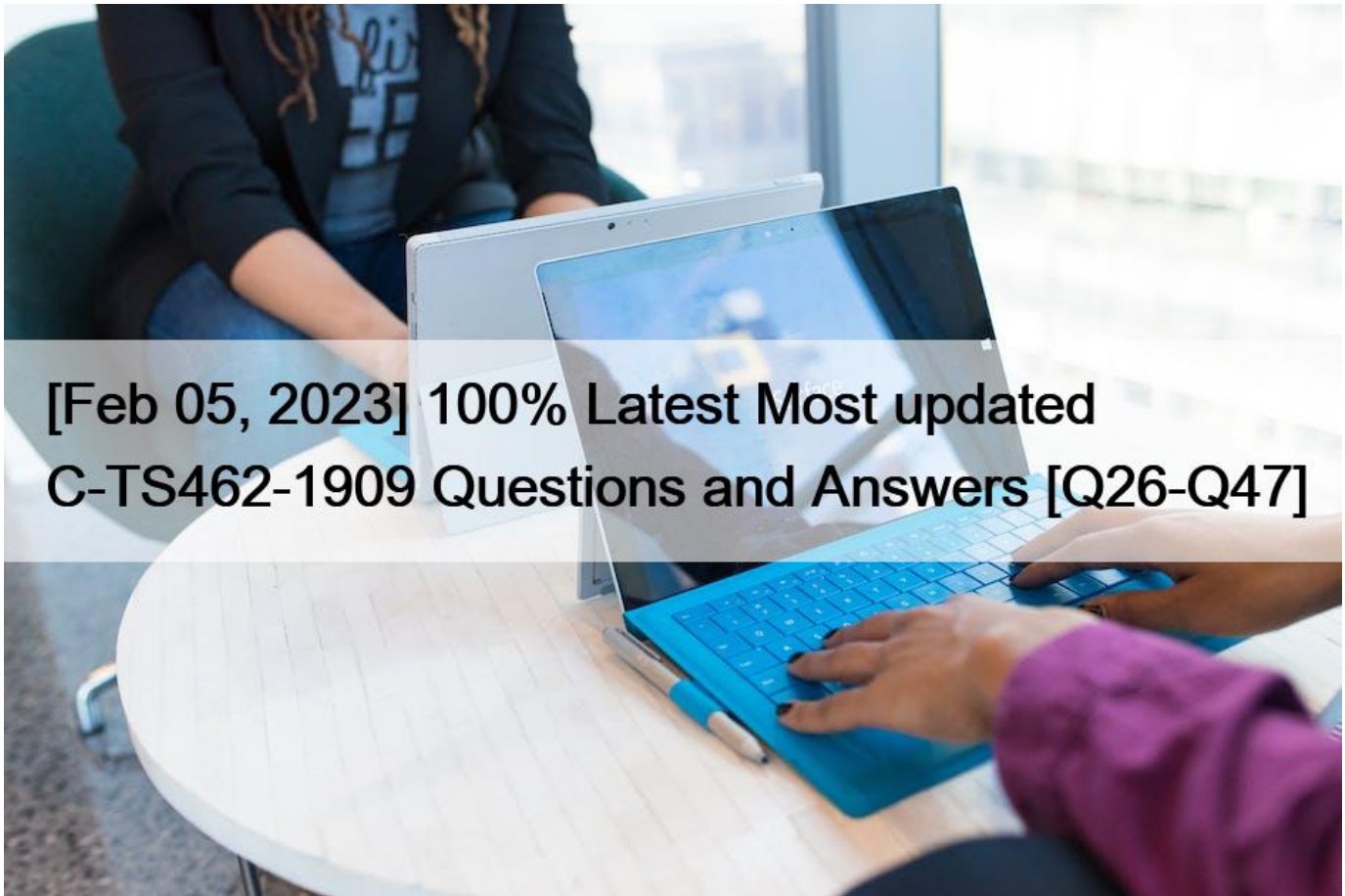
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SAP C-TS462-1909 Exam Description:

The "SAP Certified Application Associate - SAP S/4HANA Sales 1909" 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-TS462-1909 Exam Syllabus Topics:

TopicDetailsTopic 1- The relevant customizing to use the condition technique for pricing- Billing Process and CustomizingTopic 2-
    The meaning and customizing settings of the different organizational units that are relevant for sales processesTopic 3-
    Corresponding customizing settings are part of this section- Item categories and schedule line categories are part of this
    sectionTopic 4- The main features of the shipping process- customizing settings that are relevant for the whole process chain

NO.26 Which features are directly controlled by a billing type? Note:There are 2 correct answers to this question.
* Update pricing
* Account determination procedure
* Posting block
* Incompletion procedure

NO.27 Which of the following elements can you use to influence the item category determination in a sales order? Note: There are 2 correct answers to this question.
* Item category group
* Sales document type
* Sales area
* Material type

NO.28 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

NO.29 You need to trigger free goods determination in a sales document In a standard SAP S/4HANA system, which elements influence the item category determination of the free goods item (TANN)? Note: There are 2 correct answers to this question.
* Material price group
* Item usage
* Material qualifies for discount in kind indicator
* Higher-level item category

NO.30 Which packing option can be configured for a delivery item category? There are 3 correct answers to this question.
* Packing seasonal
* Packing allowed
* Packing automatic
* Packing not allowed
* Packing mandatory

NO.31 Which organizational unit is used for interim storage in SAP Extended Warehouse Management (EWM)?

Please choose the correct answer.
* Storage location
* Staging area
* Activity area
* Door

NO.32 Which objects can you use in the standard SAP S/4HANA system to restrict the products to be released for a value contract? (Choose two.)
* Contract profiles
* Value contract types
* Product hierarchies
* Assortment modules

NO.33 Which technological concept supports real-time operational reporting on live transactional data?

* SAP ASAP aggregates
* SAP DB row-based databases
* Core Data Services
* Java layer

NO.34 Which of the following are design guidelines for SAP Fiori apps used in the Intelligent core? There are 2 correct answers to this question.
* Ensure that all transactions from SAP ERP are converted to SAP Fiori applications.
* Ensure a user can complete a task with as few clicks as possible.
* Allow users to work with interfaces that have a different look and feel.
* Allow a user to have the same experience, regardless of the device they choose to use.

NO.35 Where do you configure relevance for picking in SAP S/4HANA?
* Outbound delivery type
* Outbound delivery item category
* Material document type
* Schedule line category

NO.36 What are standard Sales and Distribution text sources? There are 3 correct answers to this question.
* Output master
* Preceding document
* Customer role of the business partner master
* Material master
* Condition master

NO.37 Where do you configure relevance for picking in SAP S/4HANA?
* Material document type
* Outbound delivery type
* schedule line category
* Outbound delivery item category

NO.38 Your project requires shipment of several sales orders in one outbound delivery. What must the sales orders have in common? (Choose three.)
* Picking location
* Ship-to party
* Route
* Shipping point
* Warehouse number

NO.39 Which of the following are outbound processes in SAP Extended Warehouse Management? There are 2 correct answers to this question.
* Outbound planning (route, wave, bin)
* Transportation processing
* Kit-to-stock management
* Picking optimization

NO.40 What functionality is used to make sales order items available to MRP?
* Transfer of material planning
* Transfer of availability
* Transfer of order volume

* Transfer of requirements

NO.41 Your customer wants to ensure that any subsequent text changes in a source document are automatically transferred to the subsequent document. Which option in standard Sales and Distribution is available to fulfill this requirement? Please choose the correct answer.
* Requirement routine
* Referencing text
* Transfer routine
* Copying text

NO.42 A credit memo request was created for a customer’s sales order. What must a business user do to create the respective credit memo? (Choose two.)
* Create the credit memo with reference to the credit memo request
* Ensure the billing block on the credit memo request is removed
* Create the credit memo with reference to the sales order
* Ensure an order reason is entered in the credit memo request item

NO.43 Your project requires a rush order process in which a delivery document is automatically created immediately after the sales order is saved. In which customizing object do you activate this?
* Sales item category
* Sales document type
* Schedule line category
* Copy control

NO.44 A customer orders five different materials. Because these materials are available at different dates and times, the customer agrees to partial deliveries where necessary. However, they want to minimize the number of partial deliveries.

What should you do to enable partial deliveries for the order, while ensuring as few deliveries as possible?
* Set multiple partial deliveries to be allowed for each order item
* Set the delivery block until all items are fully confirmed
* Set complete delivery required in the order header
* Set complete delivery required for each order item

NO.45 A business user needs to display the document flow for a sales process and visualize all relevant preceding and subsequent documents. Which activities do you suggest? Note: There are 2 correct answers to this question.
* Go to the material document and select the icon Display Document Flow.
* Go to the accounting document and select the icon Display Document Flow.
* Go to the Manage Sales Orders app on the SAP Fiori launchpad and select a sales v u order.
* Go to the sales order and select the icon Display Document Flow.

NO.46 You need to create business partners (BP) to record data relevant for BP roles Customer and FI Customer.

Which organizational elements must you enter to maintain this data?
* Credit control area and company code
* Business area and company code
* Sales area and controlling area
* Sales area and company code

NO.47 Which organizational units must you set up for billing? (Choose two.)
* Sales area

* Profit center
* Business area
* Company code

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