Exam Code: C_TS462_2023

Exam Name: SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales

Exam A

QUESTION 1
What are some characteristics of the process flow in SAP S/4HANA? Note: There are 2 correct answers to this question.

A. The process flow supports direct navigation to applications that can be used to solve problems.
B. Issue solving is supported by a wizard based on machine learning (ML).
C. The status of a document is updated using artificial intelligence (AI) algorithms.
D. Color coding is used to indicate the status of a document.

Correct Answer: A, C
Section:

QUESTION 2
How can you enable partial deliveries for a sales order, while making sure to get as few deliveries as possible?

A. In each order item, set Complete Delivery to required.
B. In the order header, set Order Combination to allowed.
C. In the order header, set the Complete Delivery indicator.
D. In each order item, set Partial Deliveries to required.

Correct Answer: D
Section:

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

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

Correct Answer: B, C, D
Section:

QUESTION 4
The delivering plant should be determined automatically for a sales order item.
Which sources can be used to achieve this? Note: There are 3 correct answers to this question.

A. Sold-to party
B. Material master
C. Customer material info record
D. Ship-to party

E. Material determination

Correct Answer: A, B, C
Section:

QUESTION 5
Which documents can only be created with reference to a billing document? Note: There are 2 correct answers to this question.

A. Invoice correction request
B. Debit memo request
C. Returns order
D. Invoice cancellation

Correct Answer: A, D
Section:

QUESTION 6
Which time components are used to calculate the confirmed delivery date in a sales order? Note: There are 2 correct answers to this question.

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

Correct Answer: A, D
Section:

QUESTION 7
A new plant has been defined in your SAP S/4HANA system.
To which organizational element do you assign this new plant for it to be an allowed delivering plant for sales orders?

A. Warehouse number
B. Distribution channel
C. Distribution chain.
D. Division

Correct Answer: A
Section:

QUESTION 8
You are using multiple address handling in a sales document. At which levels can you assign the address determination? Note: There are 2 correct answers to this question.

A. Address usage of the business partner
B. Origin and source of the partner function
C. Generic partner function
D. Partner determination procedure

Correct Answer: A, D
Section:

QUESTION 9
When a user creates a sales order with reference to a quotation, a header text must be automatically copied from the sold-to party if it cannot be found in quotation. If it is copied from the sold-to party, it must be in the sold-to party language.
What must you do? Note: There are 3 correct answers to this question.

A. Assign an appropriate text type to the sales document type.
B. Include the text type with an appropriate access sequence in the text determination procedure.
C. Ensure that the access sequence reads the sold-to party text first.
D. In the access sequence, set the partner function language for this text to 'sold-to party'.
E. Assign the text determination procedure to the sales document type.

Correct Answer: B, D, E
Section:

QUESTION 10
To which elements do you assign a partner determination procedure? Note: There are 3 correct answers to this question.

A. Delivery item category
B. Business partner category
C. Sales item category
D. Account group
E. Delivery type

Correct Answer: C, D, E
Section:

QUESTION 11
Which of the following is a characteristic of decision table processing as used in SAP S/4HANA output management?

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

Correct Answer: A
Section:

QUESTION 12
Which channels are supported by SAP S/4HANA output management? Note: There are 3 correct answers to this question.

A. ALE
B. Fax
C. E-mail
D. XML

E. Print

Correct Answer: C, D, E
Section:

QUESTION 13
Texts are copied from a sold-to party to a sales order. Any later change to the sold-to party texts should not be visible in this order. Which object controls this behavior?

A. Text determination procedure
B. Access sequence
C. Text procedure assignment
D. Text ID

Correct Answer: A
Section:

QUESTION 14
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 Schedule Lines Allowed 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 up copying control in Logistics Execution System for the item category.
D. You need to set the Item Relevant for Delivery indicator in the item category.

Correct Answer: A, B
Section:

QUESTION 15
Which controls can you set when you configure a schedule line category? Note: There are 2 correct answers to this question.

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

Correct Answer: B, D
Section:

QUESTION 16
You sell a product for which there is a bill of material.
What must you set to ensure that the components automatically appear as sub-items in the order?

A. The item usage during the item category determination of each sub-item
B. The delivery group in the item category of the sub-item
C. The material entry type in the sales document type
D. The structure scope in the item category of the main item

Correct Answer: D
Section:

QUESTION 17
A reason for rejection has been set against a sales order item.
Why is the net value of the item still included in the total net value of the order?

A. The reason for rejection was not assigned to the item category.
B. The reason for rejection does not have the appropriate configuration to exclude item value.
C. The item value is used statistically hence added to the net value.
D. The update of the net value is not triggered after the rejection of the item.

Correct Answer: D
Section:

QUESTION 18
You want to determine the item category in a sales document.
What do you need to consider? Note: There are 2 correct answers to this question.

A. The customer master data
B. The sales organization
C. The higher-level item
D. The material master data

Correct Answer: C, D
Section:

QUESTION 19
How do you restrict the reasons for rejection for a sales document?

A. Assign the permitted reasons for rejection to the relevant sales document type.
B. Assign the permitted reasons for rejection to the relevant sales item category.
C. Specify the permitted reasons for rejection in the relevant customer master.
D. Specify the permitted reasons for rejection in the customer material info record.

Correct Answer: A
Section:

QUESTION 20
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?

A. Copying control
B. Order type
C. Order item category
D. Quotation type

Correct Answer: A

Section:

QUESTION 21
You normally include multiple sales orders in your outbound deliveries.
Which sales order fields would prevent this from happening if their content was different? Note: There are 3 correct answers to this question.

A. Route
B. Plant
C. Material group
D. Shipping point
E. Ship-to party

Correct Answer: A, D, E
Section:

QUESTION 22
What settings should you make to ensure precise scheduling is used when the system performs delivery scheduling? Note: There are 3 correct answers to this question.

A. Maintain the transit time in the route in hours and minutes.
B. Assign a shift sequence to the working times.
C. Assign a set of working times to the plant.
D. Assign a set of working times to the shipping point.
E. Maintain shifts defining the times for starting and ending work.

Correct Answer: C, D, E
Section:

QUESTION 23
When determining a storage location during delivery processing, the system uses a rule defined in which of the following?

A. Outbound delivery type
B. Material
C. Outbound delivery item category
D. Shipping point

Correct Answer: A
Section:

QUESTION 24
When an outbound delivery is created for a sales order, from which object does the system determine the default delivery type to be used?

A. Sales order item category
B. Shipping point
C. Shipping conditions
D. Sales order type

Correct Answer: D

Section:

QUESTION 25
You want to be able to create and goods issue an outbound delivery for a stock material. What settings should you make? Note: There are 3 correct answers to this question.

A. Define the goods movement type in the delivery item category.
B. Set the order item category to be relevant for delivery.
C. Set the schedule line category to be relevant for delivery.
D. Activate schedule lines allowed in the order item category.
E. Define the goods movement type in the schedule line category.

Correct Answer: C, D, E
Section:

QUESTION 26
Which fields are used in the determination of the shipping point? Note: There are 3 correct answers to this question.

A. Transportation group
B. Plant
C. Shipping conditions
D. Sales document type
E. Loading group

Correct Answer: B, C, E
Section:

QUESTION 27
Which decisions do you have to make when configuring a new delivery item category? Note: There are 2 correct answers to this question.

A. Whether a delivery should be split by warehouse number
B. Whether over-delivery is allowed
C. Whether the route should be redetermined
D. Whether a storage location should be determined

Correct Answer: B, D
Section:

QUESTION 28
Which fields are used to determine the delivery item category? Note: There are 3 correct answers to this question.

A. Item category group
B. Shipping point
C. MRP type
D. Higher-level item category
E. Delivery type

Correct Answer: A, D, E
Section:

QUESTION 29
What are some features of the Sales Order Fulfillment Issues app? Note: There are 2 correct answers to this question.

A. The process flow can be used to directly resolve issues as quickly as possible.
B. The app shows cost simulations for all possible order fulfillment scenarios.
C. Icons and colors are used in the app to represent different types of issues.
D. The app allows a user to monitor sales orders in critical stages and efficiently address issues.

Correct Answer: A, D
Section:

QUESTION 30
Which of the following is a characteristic of a service item in a sales order?

A. The material has a specific item category group.
B. The item in the sales order is blocked for delivery.
C. The Delivering Plant field is not required.
D. The service item has no schedule line assigned.

Correct Answer: A
Section:

QUESTION 31
What are some of the prerequisites for the creation of a credit memo based on a credit memo request? Note: There are 2 correct answers to this question.

A. The Billing Block field in the credit memo request must be empty.
B. Copying control must exist between the sales document and the billing document.
C. The billing document of the original customer invoice must be cancelled.
D. An appropriate reason for rejection must be assigned to the original sales order item.

Correct Answer: A, D
Section:

QUESTION 32
What are the effects of posting the goods issue during a sales process? Note: There are 3 correct answers to this question.

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

Correct Answer: A, B, E
Section:

QUESTION 33
You want to evaluate sales discount condition records.
Which tool can you use? Note: There are 2 correct answers to this question.

A. Price lists
B. Pricing reports
C. Listing
D. Manage Prices - Sales app

Correct Answer: A, D
Section: