C_TS462_2020^{Q&As}

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

Pass SAP C_TS462_2020 Exam with 100% Guarantee

Free Download Real Questions & Answers **PDF** and **VCE** file from:

https://www.pass2lead.com/c_ts462_2020.html

100% Passing Guarantee
100% Money Back Assurance

Following Questions and Answers are all new published by SAP Official Exam Center

⚙ **Instant Download** After Purchase

⚙ **100% Money Back** Guarantee

⚙ **365 Days** Free Update

⚙ **800,000+** Satisfied Customers

QUESTION 1

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? (Choose three.)

A. Customer exit

B. SAP Best Practices

C. Modification

D. Enhancement point

E. Business transaction event (BTE)

Correct Answer: ADE

QUESTION 2

What are some characteristics of the process flow in SAP S/4HANA? (Choose two.)

A. The process flow supports direct navigation to applications that can be used to solve problems

B. Color coding is used to indicate the status of a document

C. The status of a document is predicted using Artificial Intelligence (AI) algorithms

D. Issue solving is supported by a wizard based on Machine Learning (ML)

Correct Answer: AC

QUESTION 3

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

QUESTION 4

You want to configure that only complete sales documents can be saved.

How can you achieve this?

A. In the configuration of all sales document types used, you set the flag Dialog Message for Incompletion

B. You assign an incompleteness procedure to all item categories used in sales

C. You assign an incompleteness procedure to all schedule line categories used in sales

D. In the configuration of all schedule line categories used, you set the flag Dialog Message for Incompletion

Correct Answer: C

QUESTION 5

You want to create a new customer for use in sales processes.

For which organizational levels do you need to maintain the data?

A. Sales area and business area

B. Customer group and company code

C. Customer group and controlling area

D. Sales area and company code

Correct Answer: D

QUESTION 6

You are using incompleteness procedures in your system.

To which elements can they be assigned? (Choose three.)

A. Business partner category

B. Partner function

C. Material type

D. Item category

E. Schedule line category

Correct Answer: BDE

QUESTION 7

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

QUESTION 8

To avoid critical situations in demand and procurement, the material availability check can be combined with product allocations.

Which benefit can be achieved by this?

A. Picking processes can be accelerated

B. Goods distribution can be optimized

C. Procurement costs can be reduced

D. Material requirements can be reduced

Correct Answer: C

QUESTION 9

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

QUESTION 10

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

QUESTION 11

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 structure scope in the item category of the main item

C. The special stock indicator in the item category of the main item

D. The material group in the item category of the main item

Correct Answer: B

QUESTION 12

Which fields are used to determine the delivery item category? (Choose three.)

A. Delivery type

B. Higher-level item category

C. MRP type

D. Item category group

E. Shipping point

Correct Answer: ABD

QUESTION 13

In a free goods scenario, which elements influence how the item category is determined for the free goods item?

![Pass2Lead](https://Pass2Lead.com)
(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

QUESTION 14

Your outbound deliveries must automatically determine storage locations.

Where do you activate this?

A. Outbound deliver type

B. Route

C. Shipping point

D. Outbound delivery item category

Correct Answer: C

QUESTION 15

You want to determine the item category in a sales document.

What do you need to consider? (Choose two.)

A. The higher-level item

B. The material master data

C. The sales organization

D. The customer master data

Correct Answer: AB

C_TS462_2020 PDF Dumps

C_TS462_2020 Practice Test

C_TS462_2020 Study Guide