



C_TS462_2020

SAP S/4HANA Sales Certification Questions & Answers



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SAP Certified Application Associate - SAP S/4HANA Sales 2020
80 Questions Exam – 63% Cut Score – Duration of 180 minutes

C_TS462_2020 Practice Test

ERPPrep.com's C_TS462_2020 PDF is a comprehensive compilation of questions and answers that have been developed by our team of SAP S/4HANA Sales experts and experienced professionals. To prepare for the actual exam, all you need is to study the content of this exam questions. You can identify the weak area with our premium C_TS462_2020 practice exams and help you to provide more focus on each syllabus topic covered. This method will help you to boost your confidence to pass the SAP S/4HANA Sales certification with a better score.

C_TS462_2020 Questions and Answers Set

Question: 1

What characterizes the standard customer consignment process?

There are 2 correct answers to this question.

- a) You send material to the customer while continuing to value it in the delivering plant.
- b) You create warehouse tasks to realize the customer's consignment returns.
- c) You use a dedicated sales order type to record the customer's consumption of consignment stock.
- d) You create a billing document to finalize the process of a consignment pickup.

Answer: a, c

Question: 2

Which organizational assignment is required for a sales process?

Please choose the correct answer.

- a) Sales office to sales area
- b) Plant to sales area
- c) Division to plant
- d) Distribution channel to sales organization

Answer: d

Question: 3

Which characteristics apply to listings and exclusions?

There are 2 correct answers to this question.

- a) Listings and exclusions are determined with a pricing condition.
- b) Listings and exclusions are set up using the condition technique.
- c) Listings and exclusions are set up using BRF+ (Business Rules Framework plus).
- d) Listings and exclusions can have the same material assigned to them.

Answer: b, d

Question: 4

Which sales configuration settings influence the shipping process?

There are 2 correct answers to this question.

- a) The default delivery type in the sales document type
- b) The movement type for goods issue in the sales order item category
- c) The settings for immediate delivery creation in the sales order item category
- d) The delivery relevance in the schedule line category

Answer: a, d

Question: 5

You need to create master records for material determination. Which of the following activities can you perform?

There are 3 correct answers to this question.

- a) Determine pricing for the substitute material.
- b) Enter reasons for substitution.
- c) Change the default validity period for the record.
- d) Enter multiple substitute materials per master record.
- e) Enter a substitution quantity for the material.

Answer: b, c, d

Question: 6

Which of the following are characteristics of the Cash Sales process?

There are 2 correct answers to this question.

- a) The Cash Sales process has delivery-related billing.
- b) Order and delivery are created in two steps.
- c) The invoice amount is posted to a cash account.
- d) The invoice is printed from the order.

Answer: c, d

Question: 7

Which of the following settings are managed in the sales document item category?

There are 2 correct answers to this question.

- a) BOM explosion
- b) Pricing relevance
- c) Availability check
- d) Mandatory reference

Answer: a, b

Question: 8

Which parameter on the material master record do you use to determine the route in a sales order?

Please choose the correct answer.

- a) Material group
- b) Loading group
- c) Segmentation structure
- d) Transportation group

Answer: d

Question: 9

You want your SAP S/4HANA system to automatically include texts in sales orders. Which of the following are valid sources for these texts?

There are 2 correct answers to this question.

- a) Customer master record
- b) Customer material information record
- c) Pricing condition record
- d) Reference document schedule line

Answer: a, b

Question: 10

Your project requires you to maintain a new partner function, which should be copied from the customer master record to the sales order. How do you achieve this?

There are 2 correct answers to this question.

- a) Enhance the partner determination procedure for the account group and include the new partner function.
- b) Set up a new account group and specify the Business Partner Assignment field as mandatory.
- c) Enhance the partner determination procedure for the sales document type and include the new partner function.
- d) Set up copying control for the customer master record.

Answer: a, c

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