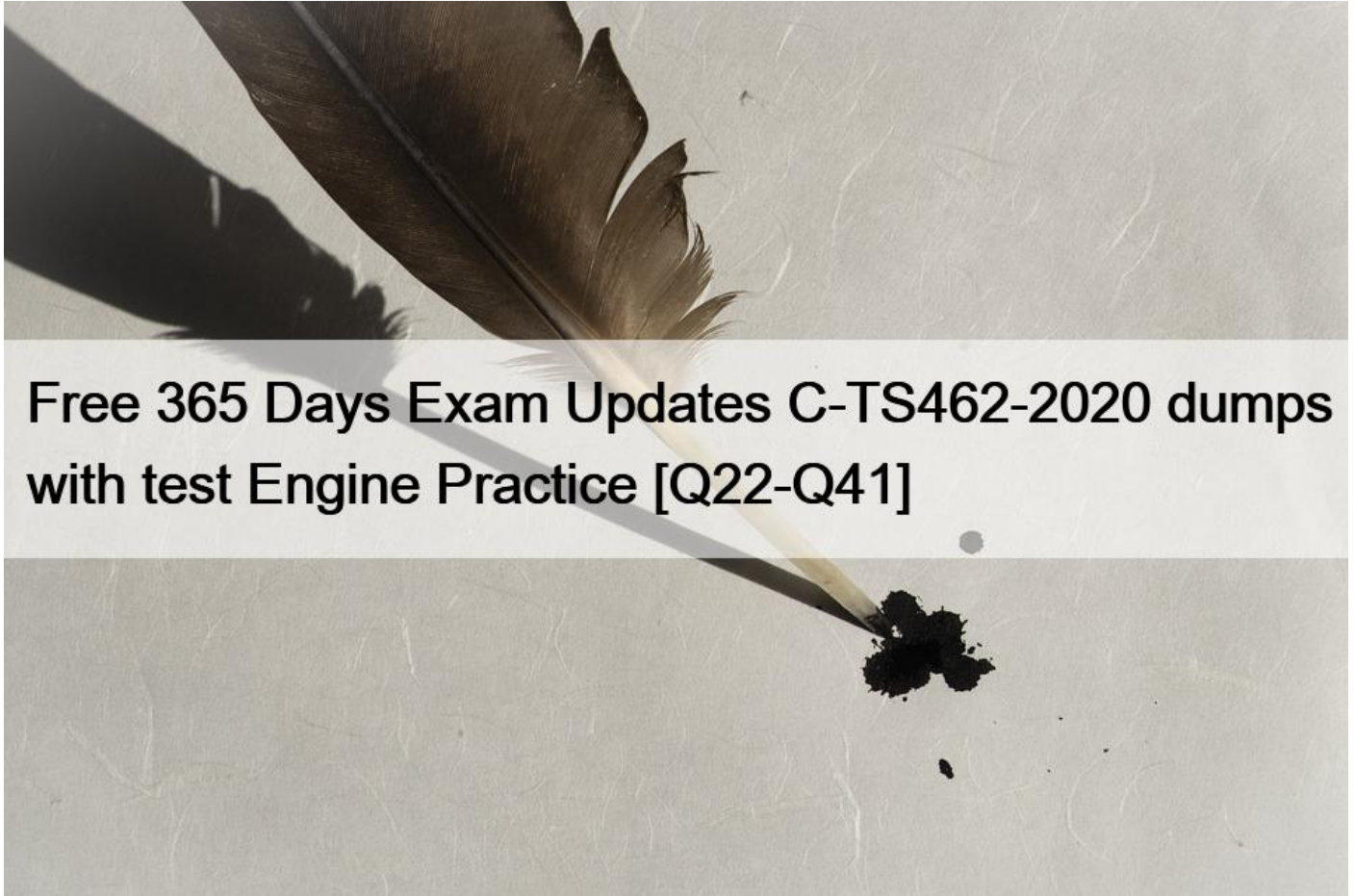


Free 365 Days Exam Updates C-TS462-2020 dumps with test Engine Practice [Q22-Q41]



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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 S/4HANA Sales Certification Exam Topics:

Topic Areas
Topic Details, Courses, Books
Weighting
Billing Process and Customizing
Explain and perform tasks relating to Billing (basics), and maintain customization settings required to perform basic billing processes S4600 (SAP S/4HANA 2020)

S4615 (SAP S/4HANA 2020)8% - 12%
Shipping Process and Customizing
Describe how shipping transactions are processed in relation to sales order management and their associated customization settings, and maintain customization settings required to perform basic shipping processes. S4600 (SAP S/4HANA 2020)

S4610 (SAP S/4HANA 2020)8% - 12%Sales Documents (customizing)Explain and perform tasks relating to Sales Documents (customizing) S4605 (SAP S/4HANA 2020)8% - 12%Basic Functions (customizing)Explain and perform tasks relating to Basic Functions (customizing). S4605 (SAP S/4HANA 2020)8% - 12%Sales Process and AnalyticsExplain and perform tasks relating to Sales process S4600 (SAP S/4HANA 2020)> 12%Master dataSet up and maintain relevant master data. S4600 (SAP S/4HANA 2020)8% - 12%Cross-functional (customizing)Maintain customization settings required to perform cross-functional business processes. S4602 (SAP S/4HANA 2020)

S4610 (SAP S/4HANA 2020)

S4615 (SAP S/4HANA 2020)

S4650 (SAP S/4HANA 2020)8% - 12%Organizational StructuresExplain and perform tasks relating to Organizational Structures. S4600 (SAP S/4HANA 2020)

S4610 (SAP S/4HANA 2020)8% - 12%

NO.22 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

NO.23 You are using incompleteness procedures in your system. To which elements can they be assigned? Note:

There are 3 correct answers to this question.

- * Business partner category
- * Item category
- * Material type
- * Schedule line category
- * Partner function

NO.24 Which characteristics apply to listing and exclusion? There are 2 correct answers to this question.

- * An existing condition record for a listing can be switched to an exclusion
- * The listing and exclusion procedures are determined the same way as a pricing procedure in a sales order
- * Listing and exclusion is based on the condition technique
- * A single sales document can have both a listing and exclusion procedures assigned simultaneously

NO.25 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.

- * The sales organization
- * The customer master data
- * The higher-level item
- * The material master data

NO.26 Which of the following settings are required to be able to deliver a product? Note: There are 2 correct Answers to this question.

- * You need to set the Item Relevant for Delivery indicator in the item category.
- * You need to set up the item category as relevant for delivery-related billing.
- * You need to set the Schedule Lines Allowed indicator in the item category.
- * You need to set up copying control in Logistics Execution for the item category.

NO.27 Which organizational unit represents the geographical aspect of the organization in Sales and Distribution?

Please choose the correct answer.

- * Sales office
- * Distribution channel
- * Sales group
- * Sales district

NO.28 Which of the following are capabilities of multidimensional reporting in SAP S/4HANA embedded analytics?

There are 3 correct answers to this question.

- * Sort
- * Scheduling
- * Filters
- * Drilldown
- * Forecast

NO.29 Which of the following are parts of SAP Best Practices for SAP S/4HANA? There are 3 correct answers to this question.

- * Business Explorer
- * Building Blocks
- * Solution Package
- * Scope Items
- * Solution Explorer

NO.30 Which business partner categories can you use to create customer master records? Note: There are 2 correct Answers to this question.

- * Person
- * Company
- * Organization
- * Consumer

NO.31 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?

- * The special stock indicator in the item category of the main item
- * The item usage during the item category determination of each sub-item
- * The material group in the item category of the main item
- * The structure scope in the item category of the main item

NO.32 You want to automatically supply your customers with another material if the ordered material is not available.

How would you do this?

- * Deactivate the material availability check and use material determination instead.
- * Ensure future replenishments of the ordered material are excluded from the material availability check.
- * Create a material listing that includes both the ordered and substitution materials.
- * Create a material determination record with an appropriate substitution reason.

NO.33 Which channels are supported by BRF+ Output Management? Note: There are 3 correct answers to this question.

- * Email
- * Dale
- * Print
- * XML
- * Fax

NO.34 What are some of the prerequisites for creation of a credit memo based on a credit memo request? Note: There are 2 correct answers to this question.

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

NO.35 Which reference documents can be used to create a billing document? There are 2 correct answers to this question.

- * Shipment document
- * Delivery document
- * Transfer order
- * Credit memo request

NO.36 You are configuring the organizational structure in your system. Which assignments are possible? Note:

There are 3 correct Answers to this question.

- * Assign a plant to multiple sales organizations/distribution channels.
- * Assign a shipping point to multiple plants.
- * Assign multiple distribution channels to one company code.
- * Assign multiple plants to one company code.
- * Assign multiple loading points to a plant.

NO.37 In a sales order, which parameter can be used for the route determination? Please choose 2 correct answers.

- * The Incoterms of the Ship-to party
- * Departure zone or country of the Delivering Plant
- * The shipping condition of the Sold-to party
- * The loading group assigned to the material

NO.38 In which type of outline agreement would you see details of confirmed material quantities and delivery dates?

- * Quantity contract
- * General value contract
- * Scheduling agreement
- * Material-related value contract

NO.39 In SAP CoPilot, an imperative action to fulfil a single user goal, such as create a business entity, is known as what? Please choose the correct answer.

- * Message
- * Intent
- * Skill
- * Card

NO.40 You are configuring the organizational structure in your system. Which assignments are possible? Note: There are 3 correct

answers to this question.

- * Assign multiple distribution channels to one company code.
- * Assign a shipping point to multiple plants.
- * Assign multiple loading points to a plant.
- * Assign multiple plants to one company code.
- * Assign a plant to multiple sales organizations/distribution channels.

NO.41 What is a prerequisite for billing?

- * You need an order item category that is configured to be billing relevant.
- * You need a billing document request for which a goods issue was posted.
- * You need a sales document type that is configured to be billing relevant.
- * You need a delivery type for which the invoicing date was determined.

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