

[Jul 13, 2022 Dumps Collection C-TS462-2020 Test Engine Dumps Training With 82 Questions [Q30-Q49]

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SAP C-TS462-2020 Dumps - 100% Cover Real Exam Questions

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 C-TS462-2020 Certification Exam Topics:

Topic Areas
Topic Details, Courses, Books
Sales Documents (customizing) 8% - 12% Explain and perform tasks relating to Sales Documents (customizing) S4605 (SAP S/4HANA 2020) **Shipping Process and Customizing 8% - 12%** 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) **Sales Process and Analytics > 12%** Explain and perform tasks relating to Sales process S4600 (SAP S/4HANA 2020) **Pricing and condition technique 8% - 12%** Explain and perform tasks relating to pricing and condition technique S4620 (SAP S/4HANA 2020) **Billing Process and Customizing 8% - 12%** 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)

Availability check and Advanced ATP < 8% Explain and perform tasks relating to Availability Check. S4600 (SAP S/4HANA 2020) S4270 (SAP S/4HANA 2020)

Q30. What changes were made to the SAP ERP SD data model when it was converted to SAP S/4HANA? There are

2 correct answers to this question.

- * Status fields were moved to the corresponding header and item tables
- * The field length extension of the SD document category (VB TYP) was reduced to a 1- character data element
- * The document flow table was changed to a process overview table that combines document flow and status information
- * The document index tables were optimized for analytics

Q31. What does SAP HANA use to classify the usefulness of data? Please choose the correct answer.

- * Temperatures
- * Confidentiality
- * Colors
- * Tiers

Q32. What are characteristics of decision table processing, as used in BRF+ based output management?

- * Every condition column is processed in sequence. In each condition column, every row is processed from top to bottom.
- * It is possible to evaluate the content of condition column cells by using comparison operators or value ranges.
- * Each table row may contain multiple condition column cells but only one result column cell.
- * Every table row is processed in sequence. In each row, every condition column cell is processed from right to left.

Q33. You want to be able to maintain a new partner function in the customer role of the business partner master and have it copied as a proposal to the sales order. How do you achieve this?

There are 2 correct answers to this question.

- * Mark the new partner function as relevant for sales documents and customer role of the business partner master
- * Include the new partner function in the partner determination procedure of the relevant account group
- * Include the new partner function in the relevant copy control from the customer role of the business partner master to sales documents
- * Ensure that the customer role of the business partner master is the source for the new partner function in the sales order

Q34. Which time elements are included in backward scheduling for a sales order? There are 2 correct answers to this question.

- * Transit time
- * Loading time
- * Shipping processing time
- * Planned delivery time

Q35. Which of the following actions can you directly execute in the SAP Fiori app [Manage Sales Orders](#)? There are 3 correct answers to this question.

- * Release credit blocks
- * Create billing documents
- * Remove billing blocks
- * Create sales orders
- * Reject all items in a sales order

Q36. What are the sources of the time components that are used for the delivery and transportation scheduling?

There are 2 correct answers to this question.

- * Plant
- * Shipping point
- * Route
- * Loading group

Q37. How can you reduce the maintenance effort for customer master data?

- * Use the common master data concept.
- * Use the common view concept for master data.
- * Use the business partner roles.
- * Use the customer-vendor integration.

Q38. Which functions can be used with the Smart Business modeler apps? There are 2 correct answers to this question.

- * Manage KPI authorizations
- * Create an attribute view for KPI data
- * Create KPI
- * Migrate KPI data

Q39. When you migrate customer information from SAP ERP to SAP S/4HANA, what must you do? Please choose the correct answer.

- * Convert all open sales orders to the new data model
- * Convert all customers and vendors to business partners
- * Convert all vendors to customer master transactions
- * Update all custom code that calls customer master transactions

Q40. Which SAP Fiori apps are assigned to business role Internal Sales Representative? There are 2 correct answers to this question.

- * Manage Billing Documents
- * Manage Sales Quotations
- * Pick Outbound Delivery
- * Sales Order Fulfillment Monitor

Q41. Which elements determine a shipping point automatically? There are 3 correct answers to this question.

- * Shipping condition
- * Loading group
- * Storage condition
- * Delivering plant
- * Transportation group

Q42. Where can you set the delivery relevance? There are 2 correct answers to this question.

- * Item category
- * Schedule line category
- * Sales document type
- * Ship-to party

Q43. Which fields are used to determine the delivery item category? Note: There are 3 correct Answers to this question.

- * MRP type
- * Higher-level item category
- * Delivery type

- * Shipping point
- * Item category group

Q44. Where can you control whether or not to perform a material availability check? Note: There are 3 correct Answers to this question.

- * In the customer master record
- * In the sales order item category
- * In the schedule line category
- * In the material master record
- * In the requirements class

Q45. You want to configure that only complete sales documents can be saved. How can you achieve this?

- * In the configuration of all schedule line categories used, you set the flag Dialog Message for Incompletion.
- * You assign an incompleteness procedure to all item categories used in sales.
- * In the configuration of all sales document types used, you set the flag Dialog Message for Incompletion.
- * You assign an incompleteness procedure to all schedule line categories used in sales.

Q46. In SAP S/4HANA Sales, which steps in the sale from stock process are optional? There are 2 correct answers to this question.

- * Create sales order
- * Create delivery
- * Createsales quotation
- * Calculate freight costs

Q47. Which field from the material master is used in route determination?

- * Delivering plant
- * Item category group
- * Transportation group
- * Loading group

Q48. What are the effects of posting the goods issue during a sales process? Note: There are 3 correct Answers to this question.

- * The billing document can now be created.
- * The warehouse task status is set to complete.
- * The overall status of the delivery is set to complete.
- * The document flow is updated.
- * Delivery requirements in material planning are updated.

Q49. Which process step is mandatory in outbound delivery? Please choose the correct answer.

- * Picking
- * Transportation planning
- * Packing
- * Posting the goods issue

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