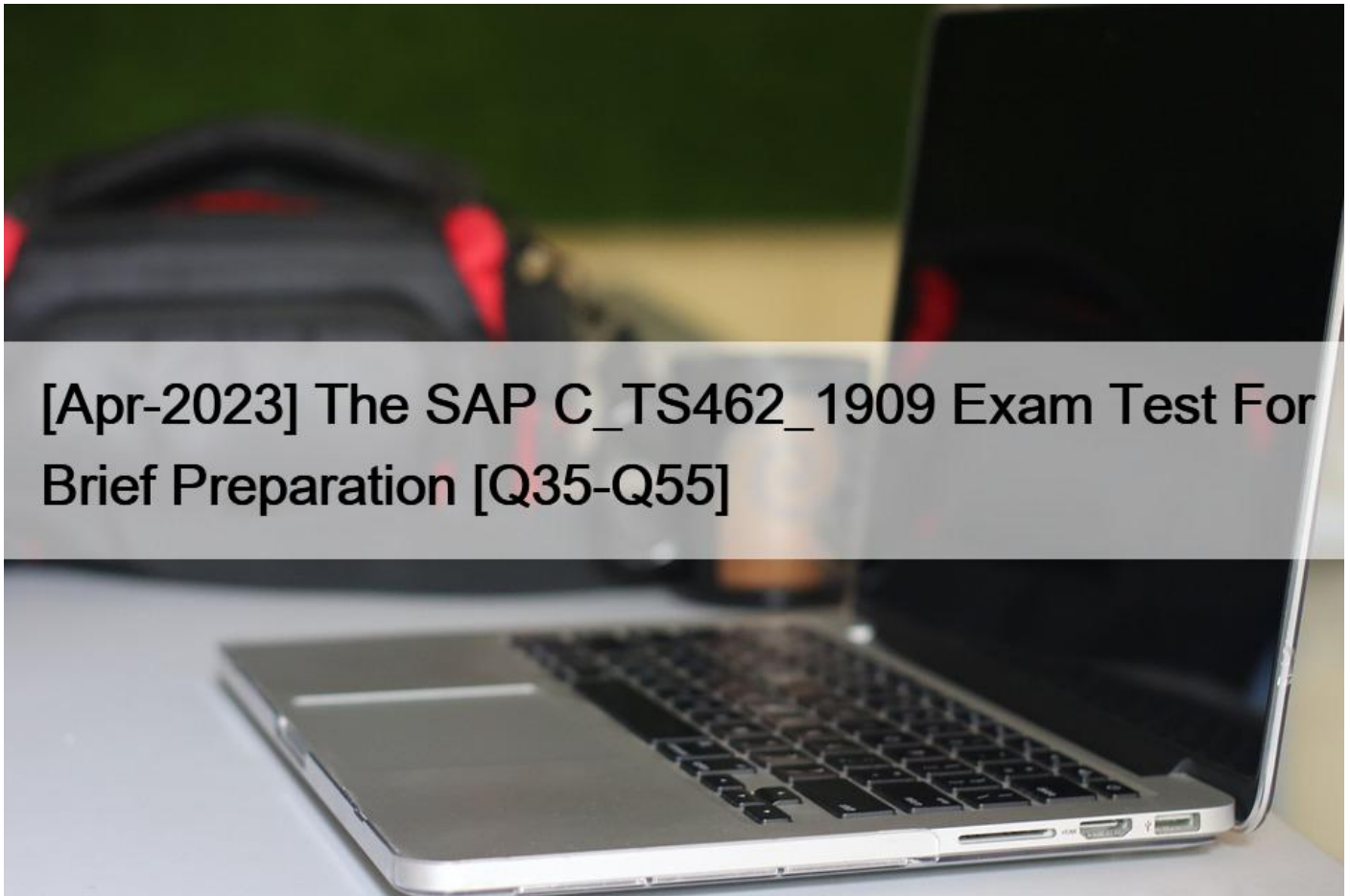


[Apr-2023] The SAP C_TS462_1909 Exam Test For Brief Preparation [Q35-Q55]



[Apr-2023] The SAP C_TS462_1909 Exam Test For Brief Preparation Revolutionary Guide To Exam SAP Dumps

The SAP C_TS462_1909 exam is a valuable certification for individuals looking to demonstrate their expertise in SAP S/4HANA Sales 1909. The certification can help individuals advance their career in the SAP ecosystem and open up new opportunities for professional growth and development.

To be eligible to take the SAP C-TS462-1909 exam, candidates must have a basic understanding of SAP S/4HANA Sales and have completed the corresponding training courses. Candidates must also have at least six months of experience in implementing and using SAP S/4HANA Sales in a business environment. Upon successful completion of the exam, candidates will be awarded the SAP Certified Application Associate - SAP S/4HANA Sales 1909 certification.

The SAP C-TS462-1909 certification exam is an essential certification for anyone who wants to specialize in sales management using the SAP S/4HANA Sales 1909. The certification exam is designed to assess the ability of the candidate in implementing and configuring sales management processes and functionalities in SAP S/4HANA Sales 1909.

QUESTION 35

What characterizes the use of SAP CoPilot? There are 2 correct answers to this question.

- * When opened on a desktop, SAP CoPilot appears as a panel floating on top of the SAP Fiori launchpad.
- * An utterance is a shot code used to interact with SAP CoPilot to trigger a specific event.
- * To access existing charts, the user can choose a chat from the in the Digital Assistant view.
- * The user can use natural language to access and work with SAP business applications and solutions.

QUESTION 36

You maintain a sales order with several items and grant a discount in the sales order. The system should automatically distribute the discount among the items based on the net value. How do you achieve this?

- * Set up a header condition
- * Use a customer hierarchy record
- * Set up a minimum value
- * Use the same item category in each item

QUESTION 37

What can you do in the Sales Order Fulfillment Monitor? There are 2 correct answers to this question.

- * Start automatic pricing update for all sales orders
- * Monitor sales orders in critical stages
- * Execute order-related billing
- * Check and edit the payment terms on header and/or item level

QUESTION 38

You need to create business partners (BP) to record data relevant for BP roles Customer and FI Customer. Which organizational elements must you enter to maintain this data?

- * Sales area and company code
- * Sales area and controlling area
- * Credit control area and company code
- * Business area and company code

QUESTION 39

What does the account group control when you create a new customer role in the business partner master?

Please choose the correct answer.

- * Number range
- * Hidden fields
- * Partner determination procedure
- * Currency type

QUESTION 40

A business user needs to display the document flow for a sales process and visualize all relevant preceding and subsequent documents.

Which activities do you suggest? (Choose two.)

- * Go to the accounting document and select the icon Display Document Flow
- * Go to the Manage Sales Orders app on the SAP Fiori Launchpad and select a sales order
- * Go to the sales order and select the icon Display Document Flow
- * Go to the material document and select the icon Display Document Flow

QUESTION 41

What type of framework is SAP Smart Business? Please choose the correct answer.

- * Hybrid framework
- * Open framework
- * Closed framework
- * Transactional framework

QUESTION 42

When you set up a billing document, which copy control parameters are available at header level? (Choose two.)

- * Reference number
- * Update document flow
- * Pricing type
- * Copy item number

QUESTION 43

Which elements contribute to the available quantity during an Available-to-Promise (ATP) check for a sales order item? There are 3 correct answers to this question.

- * Sales documents
- * Transfer orders
- * Stocks
- * Shipment documents
- * Purchase orders

QUESTION 44

To which of the following elements can you assign an incompleteness procedure? Note: There are 3 correct answers to this question.

- * Schedule line category
- * Delivery type
- * Partner type
- * Partner function
- * Billing type

QUESTION 45

At which organizational level can the material master be maintained for the “Sales: Sales Org. Data 1 “and

“Sales: Sales Org. Data 2” views? Please choose the correct answer.

- * Sales organization and distribution channel
- * Sales organization and plant
- * Sales organization

- * Sales organization, distribution channel, and division

QUESTION 46

Your project requires that a new text element from the business partner master record is automatically copied into the header information in sales orders.

What must you do? (Choose two.)

- * Create a condition master record for the new text type
- * Assign a text determination procedure to the sales item category
- * Assign the required text type with an appropriate access sequence to the text determination procedure
- * Assign a text determination procedure to the sales document type

QUESTION 47

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

QUESTION 48

What are some of the new features in SAP S/4HANA Sales for the SAP digital payment add-on? Please choose the correct answer.

- * Deletion of credit card authorization via the service payment provider
- * Removal of credit card authorization from sales order to prevent over-authorization
- * Automatic release of credit limit
- * Approval of PayPal four-step payment

QUESTION 49

Which of the following settings can you configure in the sales document type? There are 3 correct answers to this question.

- * Delivery relevance
- * Mandatory reference
- * Immediate delivery
- * Default billing type
- * Schedule lines allowed

QUESTION 50

Which of the following are tables in the SAP S/4HANA sales data model? There are 2 correct answers to this question.

- * Business Data
- * LIS Table (Credit Management)
- * Document Flow (Simplified)
- * Status Header

QUESTION 51

You want to limit the choice of reasons for reject on in a sales process. What do you need to do?

- * Assign the permitted reasons for rejection to the relevant sales document type.

- * Assign the permitted reasons for rejection to the relevant sales item category.
- * Assign the permitted reasons for rejection to the relevant sales area.
- * Assign the permitted reasons for rejection to the relevant business area.

QUESTION 52

What is the preferred Implementation methodology used in SAP S/4HANA projects?

- * ASAP
- * SAP Activate
- * SAP Launch
- * Waterfall

QUESTION 53

Which apps are used to manage sales plans? There are 2 correct answers to this question.

- * Manage Sales Plan
- * Manage Product Allocation Planning Data
- * Manage Sales Item Proposal
- * Sales Performance – Plan/Actual

QUESTION 54

How do you establish the interface between SAP S/4HANA Sales and Finance?

- * Assign a sales organization to a company code
- * Uniquely assign a distribution channel to a company code
- * Set up the upload of the billing document request
- * Set up the general billing interface

QUESTION 55

Where do you configure relevance for picking in SAP S/4HANA?

- * Material document type
- * Outbound delivery type
- * schedule line category
- * Outbound delivery item category

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