



C_TS462_2022^{Q&As}

SAP Certified Application Associate - SAP S/4HANA Sales 2022

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QUESTION 1

How can you reduce the maintenance effort for customer master data? Note: There are 2 correct answers to this question.

- A. Use the common master data concept.
- B. Use multi-address handling.
- C. Use business partner roles.
- D. Use customer-vendor integration.

Correct Answer: AC

QUESTION 2

Which of the following are characteristics of an invoice list process? Note: There are 2 correct answers to this question.

- A. You must set up a periodic billing plan for the invoice list creation.
- B. You must send the payer a single invoice list instead of the individual invoices.
- C. You must create an invoice list at specified time intervals or on specific dates.
- D. You use preliminary billing documents for the invoice list creation.

Correct Answer: BC

QUESTION 3

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

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

Correct Answer: ACD

QUESTION 4

Which channels are supported by BRF+ output management? Note: There are 3 correct answers to this question.



A. DALE

B. Print

C. XML

D. E-mail

E. Fax

Correct Answer: BCD

QUESTION 5

Your company uses various strategies to supply your customers with goods and/or services. Which organizational structure element can be used to model these strategies?

A. Sales office

B. Distribution channel

C. Shipping point

D. Sales organization

Correct Answer: B

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