



C_TS462_2022^{Q&As}

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

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**QUESTION 1**

Texts are copied from a sold-to party to a sales order. Any later change to the sold-to party texts should not be visible in this order. Which object controls this behavior?

- A. Text procedure assignment
- B. Text determination procedure
- C. Access sequence
- D. Text ID

Correct Answer: C

QUESTION 2

Which of the following are characteristics of Core Data Services (CDS) views? Note: There are 2 correct answers to this question.

- A. CDS views are developed, maintained and extended in the HANA database layer of SAPS/4HANA.
- B. Use of CDS views supports hybrid transactional and analytical applications, such as SAP Smart Business cockpits.
- C. The content of CDS views represents a virtual data model based on the data tables of SAPS/4HANA.
- D. CDS views speed up reporting by providing a dedicated persistency layer.

Correct Answer: AD

QUESTION 3

When BRF+ output management successfully issues an output, where is the rendered PDF document stored?

- A. Spool file
- B. Business Object Builder
- C. KPro archive
- D. OData service

Correct Answer: C

QUESTION 4

How can you enable partial deliveries for a sales order, while making sure to get as few deliveries as possible?

- A. In each order item, set partial deliveries to required.



- B. In the order header, set order combination to allowed.
- C. In the order header, set the Complete Delivery indicator.
- D. In each order item, set complete delivery to required.

Correct Answer: A

QUESTION 5

When you create a sales order with reference to a quotation, you want to ensure the entire quotation is always included in the order. Where do you make this setting?

- A. Copying control
- B. Order type
- C. Quotation type
- D. Order item category

Correct Answer: A

QUESTION 6

When a user creates a sales order with reference to a quotation, a header text must be automatically copied from the sold-to party if it cannot be found in the quotation. If it is copied from the sold-to party, it must be in the sold-to party language.

What must you do? Note: There are 3 correct answers to this question.

- A. Assign an appropriate text type to the sales document type.
- B. Ensure that the access sequence reads the sold-to party text first.
- C. In the access sequence, set the partner function language for this text to "sold-to party".
- D. Include the text type with an appropriate access sequence in the text determination procedure.
- E. Assign the text determination procedure to the sales document type.

Correct Answer: ADE

QUESTION 7

Where do you configure the default billing type to be used for delivery-related billing?

- A. Copying control



B. Sales document item category

C. Sales document type

D. Delivery type

Correct Answer: C

QUESTION 8

To avoid critical situations in demand and procurement, the material availability check can be combined with product allocations. Which benefit can be achieved by this?

A. Capacity overloads can be avoided.

B. More sales orders can be confirmed.

C. Procurement costs can be reduced.

D. Goods distribution can be optimized.

Correct Answer: D

QUESTION 9

For which type of outline agreement do you determine the material from the item category?

A. Scheduling agreement

B. Condition contract

C. Quantity contract

D. Value contract

Correct Answer: D

QUESTION 10

What are some of the prerequisites for the creation of a credit memo based on a credit memo request? Note: There are 2 correct answers to this question.

A. Copying control must exist between the sales document and the billing document.

B. The Billing Block field in the credit memo request must be empty.

C. An appropriate reason for rejection must be assigned to the original sales order item.

D. The billing document of the original customer invoice must be cancelled.

Correct Answer: AB

**QUESTION 11**

You already have a condition record for a material price that is valid for the whole year. In addition to this standard price, you now have to set up a special sales price for this material that is only valid for the next two weeks. After this special price period, the standard price should be valid.

How do you maintain this requirement? Note: There are 2 correct answers to this question.

- A. Use the Manage Prices - Sales app.
- B. Use the Create condition with template transaction (transaction code VK14).
- C. Use the Creation of Price Lists app.
- D. Use the Change condition transaction (transaction code VK12).

Correct Answer: AD

QUESTION 12

Which of the following is a prerequisite for billing?

- A. You need a sales document type that is configured to be billing relevant.
- B. You need a billing type that is configured to be billing relevant.
- C. You need an order item category that is configured to be billing relevant.
- D. You need an billing item category that is configured to be billing relevant.

Correct Answer: C

QUESTION 13

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 14

Which time components are used to calculate the confirmed delivery date in a sales order? Note: There are 2 correct answers to this question.

- A. Loading time of the shipping point
- B. Transit time of the route
- C. Transportation lead time of the forwarding agent
- D. Pick/pack time of the warehouse number

Correct Answer: AD

QUESTION 15

Which information comes from the payer? Note: There are 2 correct answers to this question.

- A. Billing plan
- B. Invoicing list scheduling
- C. Billing address
- D. Payment terms

Correct Answer: BD

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