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SAP Certified Application Associate SAP S/4HANA Sales 2021

SAP C TS462 2021

Version Demo

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QUESTION NO: 1

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

ANSWER: D

QUESTION NO: 2

SAP S/4HANA combines online transaction processing (OLTP) and online analytical processing (OLAP) on a single platform. What are the direct results of this? Note: There are 2 correct answers to this question.

- A. OLTP now runs on the data sets provided by OLAP.
- B. OLAP now uses real-time data.
- C. OLAP now uses its own set of aggregated data.
- D. There is no longer a need for Extract, Transform, and Load (ETL) activities.

ANSWER: B D

QUESTION NO: 3

What are some characteristics of the process flow in SAP S/4HANA? Note: There are 2 correct answers to this question.

- A. Issue solving is supported by a wizard based on machine learning (ML).
- B. The process flow supports direct navigation to applications that can be used to solve problems.
- C. Color coding is used to indicate the status of a document.
- D. The status of a document is predicted using artificial intelligence (AI) algorithms.

ANSWER: B D

QUESTION NO: 4

Which documents can only be created with reference to a billing document? Note: There are 2 correct answers to this question.

- A. Debit memo request
- B. Returns order
- C. Invoice cancellation
- D. Invoice correction request

ANSWER: C D

QUESTION NO: 5

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

ANSWER: C

QUESTION NO: 6

You want to automatically supply your customers with an alternative material if the ordered material is not available. How would you do this?

- A. Create a material listing that includes both the ordered and substitution materials.
- B. Ensure all affected orders are included in a backorder processing run.
- C. Create a material determination record with an appropriate substitution reason.
- D. Create an assortment module that determines the permitted substitution materials.

ANSWER: C

QUESTION NO: 7

How do you limit the choice of order reasons for a sales document?

- A. Specify the permitted reasons in the customer material info record.
- B. Specify the permitted order reasons in the relevant customer master.

- C. Assign the permitted order reasons to the relevant sales organization.
- D. Assign the permitted reasons to the relevant sales item category.

ANSWER: C

QUESTION NO: 8

You want to set up automatic pricing in a sales order. Which actions should you take to achieve this? Note: There are 2 correct answers to this question.

- A. Set up condition tables and assign them to the relevant access sequences.
- B. Set up the pricing procedure and assign it to the relevant sales document type.
- C. Set up condition types and assign them to the relevant pricing procedure.
- D. Set up condition tables and assign them to the relevant condition types.

ANSWER: A C

QUESTION NO: 9

You want to change the default description of a specific condition type for selected condition records. How can you achieve this? Note: There are 2 correct answers to this question.

- A. Use the Manage Prices - Sales app.
- B. Use the Creation of Pricing Lists app.
- C. Use report COND_AV.
- D. Use the Change condition (VK12) transaction.

ANSWER: A D

QUESTION NO: 10

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?

- A. The delivery group in the item category of the sub-item
- B. The structure scope in the item category of the main item
- C. The item usage during the item category determination of each sub-item
- D. The material entry type in the sales document type

ANSWER: B