

## SAP.C\_TS462\_2021.v2024-04-14.q52

<b>Exam Code:</b>	C_TS462_2021
<b>Exam Name:</b>	SAP Certified Application Associate - SAP S/4HANA Sales 2021
<b>Certification Provider:</b>	SAP
<b>Free Question Number:</b>	52
<b>Version:</b>	v2024-04-14
<b># of views:</b>	401
<b># of Questions views:</b>	520
<a href="https://www.freeqas.com/qa/SAP/C_TS462_2021/SAP.C_TS462_2021.v2024-04-14.q52.html">https://www.freeqas.com/qa/SAP/C_TS462_2021/SAP.C_TS462_2021.v2024-04-14.q52.html</a>	

### NEW QUESTION: 1

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

- A. Sales document item category
- B. Sales document type
- C. Delivery type
- D. Copying control

**Answer: B (LEAVE A REPLY)**

### NEW QUESTION: 2

SAP S/4HANA combines Online Transaction Processing (OLTP) and Online Analytical Processing (OLAP) on a single platform. What are direct results of this? Note: There are 2 correct Answers to this question.

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

**Answer: A,C (LEAVE A REPLY)**

### NEW QUESTION: 3

You normally include multiple sales orders in your outbound deliveries Which sales order fields would prevent this from happening if their content was different? Note: There are 3 correct Answers to this question.

- A. Plant
- B. Incoterms
- C. Delivery Date
- D. Material group
- E. Ship-to party

**Answer: B,C,E ([LEAVE A REPLY](#))**

**NEW QUESTION: 4**

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

**Answer: B,D ([LEAVE A REPLY](#))**

**NEW QUESTION: 5**

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

- A. The analytical engine of embedded BW can be combined with CDS views to provide advanced reporting options.
- B. CDS views are fully integrated into the ABAP development environment.
- C. CDS views speed up reporting by providing a dedicated persistency layer.
- D. CDS views replace the analytical engine of embedded BW.

**Answer: A,C ([LEAVE A REPLY](#))**

**NEW QUESTION: 6**

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

**Answer: C,D ([LEAVE A REPLY](#))**

**NEW QUESTION: 7**

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

- A. Value contract
- B. Scheduling agreement
- C. Condition contract
- D. Quantity contract

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 8**

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

- A. XML
- B. Email
- C. Print
- D. Fax
- E. Dale

**Answer:** ([SHOW ANSWER](#))

**NEW QUESTION: 9**

You are using incompleteness procedures in your system. To which elements can they be assigned?

Note: There are 3 correct Answers to this question.

- A. Business partner category
- B. Material type
- C. Schedule line category
- D. Item category
- E. Partner function

**Answer:** C,D,E ([LEAVE A REPLY](#))

**NEW QUESTION: 10**

You want to create a new customer for use in sales processes. For which organizational levels do you need to maintain the data?

- A. Sales area and company code
- B. Customer group and controlling area
- C. Customer group and company code
- D. Sales area and business area

**Answer:** ([SHOW ANSWER](#))

**NEW QUESTION: 11**

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

- A. In the order header, set the Complete Delivery indicator.
- B. In each order item, set complete delivery to be required.
- C. In each order item, set partial deliveries to be allowed.
- D. In each order item, set the appropriate delivery block.

**Answer:** C ([LEAVE A REPLY](#))

**NEW QUESTION: 12**

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 organization
- B. Distribution channel
- C. Shipping point
- D. Sales office

**Answer: ([SHOW ANSWER](#))**

#### **NEW QUESTION: 13**

To which elements do you assign a partner determination procedure? Note: There are 2 correct Answers to this question.

- A. Delivery item category
- B. Account group
- C. Delivery type
- D. Business partner category

**Answer: B,D ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 14**

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. Procurement costs can be reduced.
- B. Material requirements can be reduced.
- C. Picking processes can be accelerated.
- D. Goods distribution can be optimized.

**Answer: ([SHOW ANSWER](#))**

#### **NEW QUESTION: 15**

You need to change standard sales processing logic and your requirement cannot be met in Customizing. What options will ensure there are no changes to SAP-delivered objects? Note: There are 3 correct answers to this question.

- A. Enhancement point
- B. SAP Best Practices
- C. Customer exit
- D. Modification
- E. Business transaction event (BTE)

**Answer: ([SHOW ANSWER](#))**

#### **NEW QUESTION: 16**

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 determination procedure

- B. Condition table
- C. Text type
- D. Access sequence

**Answer: D (LEAVE A REPLY)**

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**NEW QUESTION: 17**

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

- A. MRP type
- B. Item category group
- C. Delivery type
- D. Shipping point
- E. Higher-level item category

**Answer: B,C,E (LEAVE A REPLY)**

**NEW QUESTION: 18**

What is a use case for a billing plan type?

- A. Invoice lists
- B. Billing document requests
- C. Milestone billing
- D. Preliminary billing

**Answer: C (LEAVE A REPLY)**

**NEW QUESTION: 19**

You want to be able to enter a special price in a sales order for a certain customer that should ignore all applicable discounts. How can you achieve this?

- A. In the condition record for the special price, you maintain a maximum condition value.
- B. In the condition records for the special price and the discounts, you activate the Condition Update indicator.
- C. In the condition records for all discounts, you set the Exclusion indicator.
- D. In the condition record for the special price, you set the Exclusion indicator.

**Answer: D (LEAVE A REPLY)**

**NEW QUESTION: 20**

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. Customer master
- C. Sales order type
- D. Sales organization

**Answer:** ([SHOW ANSWER](#))

**NEW QUESTION: 21**

How is the link between SAP S/4HANA Sales and SAP S/4HANA Finance set up?

- A. Via the general billing interface
- B. Via a unique assignment of a sales organization to a company code
- C. Via a unique assignment of a sales area to a company code
- D. Via the link between a billing document request and an accounting document

**Answer:** ([SHOW ANSWER](#))

**NEW QUESTION: 22**

You are analyzing an order that shows the same material twice: once in the main item and once in the sub-item. What function can cause this behavior? Note: There are 2 correct Answers to this question.

- A. Free goods
- B. Material determination
- C. Listing
- D. Sales item proposals

**Answer:** C,D ([LEAVE A REPLY](#))

**NEW QUESTION: 23**

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

- A. Ensure future replenishments of the ordered material are excluded from the material availability check.
- B. Create a material listing that includes both the ordered and substitution materials.
- C. Deactivate the material availability check and use material determination instead.
- D. Create a material determination record with an appropriate substitution reason.

**Answer:** B ([LEAVE A REPLY](#))

**NEW QUESTION: 24**

You want to use billing as part of the sales process. Which organizational units must be configured?

Note: There are 2 correct Answers to this question.

- A. Sales office
- B. Company code
- C. Operating concern
- D. Sales organization

**Answer: B,D ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 25**

You want to set up a discount with a scale value (condition type K029) that is based on the material group "spare parts". The discount should be granted for all items in a sales order that are spare parts. What do you need to set up for condition type K029 so it meets this requirement?

- A. You need to set the Condition Update indicator for condition type K029.
- B. You need to set up condition type K029 as a header condition.
- C. You need to set the Condition Index indicator for condition type K029.
- D. You need to set up condition type K029 as a group condition.

**Answer: ([SHOW ANSWER](#))**

#### **NEW QUESTION: 26**

Which type of SAP S/4HANA app delivers exception-based processing, combining analytics with follow-up actions to resolve issues?

- A. Factsheets
- B. SAP Smart Business
- C. Transactional apps
- D. SAP S/4HANA embedded analytics

**Answer: D ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 27**

You are using incompleteness procedures in your system. To which elements can they be assigned? Note:

There are 3 correct answers to this question.

- A. Business partner category
- B. Schedule line category
- C. Material type
- D. Item category
- E. Partner function

**Answer: B,D,E ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 28**

You want to use condition exclusion. For which of the following pricing elements can you set the condition exclusion indicator? Note: There are 2 correct Answers to this question.

- A. Condition type
- B. Condition record
- C. Condition type groups
- D. Condition category

**Answer: (SHOW ANSWER)**

#### **NEW QUESTION: 29**

Which settings do the cash sales process and the rush order process have in common? Note: There are 2 correct answers to this question.

- A. The lead time in days
- B. The item category determination
- C. The immediate delivery setting
- D. The billing type settings

**Answer: D (LEAVE A REPLY)**

#### **NEW QUESTION: 30**

You want to set up a discount with a scale value (condition type K029) that is based on the material group "spare parts". The discount should be granted for all items in a sales order that are spare parts.

What do you need to set up for the condition type K029 so it meets this requirement?

- A. You need to set the condition update indicator for the condition type K029.
- B. You need to set up the condition type K029 as a header condition.
- C. You need to set up the scale base type for the condition type K029.
- D. You need to set up the condition type K029 as a group condition.

**Answer: D (LEAVE A REPLY)**

#### **NEW QUESTION: 31**

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

- A. Delivering plant
- B. Loading group
- C. Item category group
- D. Transportation group

**Answer: (SHOW ANSWER)**

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**NEW QUESTION: 32**

Your outbound deliveries must automatically determine storage locations. Where do you activate this?

- A. Route
- B. Outbound delivery type
- C. Shipping point
- D. Outbound delivery item category

**Answer: C (LEAVE A REPLY)**

**NEW QUESTION: 33**

When the system uses a free goods determination record to allocate free goods in a sales order, which elements influence item category determination for the free-of-charge item? Note: There are 3 correct answers to this question.

- A. The material price group from the material master
- B. The item category usage provided by the ABAP code
- C. The item category of the higher-level item
- D. The item category group from the material master
- E. The condition category for the discount condition type

**Answer: C,D,E (LEAVE A REPLY)**

**NEW QUESTION: 34**

What are differences between the transaction Create Billing Documents (VF04) and the Create Billing Documents - Billing Due List Items app? Note: There are 2 correct Answers to this question.

- A. With the help of the app, a user can block the automatic posting of billing documents.
- B. With the help of transaction VF04, a user can cancel a collective billing run.
- C. With the help of transaction VF04, a user can simulate the creation of multiple billing documents.
- D. With the help of the app, a user can set default billing blocks for sales documents.

**Answer: C,D (LEAVE A REPLY)**

**NEW QUESTION: 35**

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

- A. Color coding is used to indicate the status of a document.
- B. The status of a document is predicted using Artificial Intelligence (AI) algorithms.
- C. Issue solving is supported by a wizard based on Machine Learning (ML).

D. The process flow supports direct navigation to applications that can be used to solve problems.

**Answer: (SHOW ANSWER)**

**NEW QUESTION: 36**

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

- A. Assign the permitted reasons to the relevant sales item category
- B. Specify the permitted reasons in the customer material info record.
- C. Specify the permitted order reasons in the relevant customer master.
- D. Assign the permitted order reasons to the relevant sales organization.

**Answer: D (LEAVE A REPLY)**

**NEW QUESTION: 37**

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

**Answer: A,C (LEAVE A REPLY)**

**NEW QUESTION: 38**

Which fields are used in the determination of the shipping point? Note: There are 3 correct answers to this question.

- A. Plant
- B. Loading group
- C. Sales document type
- D. Shipping conditions
- E. Transportation group

**Answer: (SHOW ANSWER)**

**NEW QUESTION: 39**

What can you set up in copying control for billing documents? Note: There are 2 correct answers to this question.

- A. Billing type for cancellation
- B. Update document flow
- C. Assignment number
- D. Update pricing

**Answer: C,D ([LEAVE A REPLY](#))**

**NEW QUESTION: 40**

The delivering plant should be determined automatically for a sales order item. Which master data sources can be used to achieve this? Note: There are 3 correct answers to this question.

- A. Ship-to party
- B. Material determination
- C. Customer material info record
- D. Material master
- E. Sold-to party

**Answer: A,C,D ([LEAVE A REPLY](#))**

**NEW QUESTION: 41**

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.

**Answer: A,B ([LEAVE A REPLY](#))**

**NEW QUESTION: 42**

Which controls can you set when you configure a schedule line category? Note: There are 2 correct Answers to this question.

- A. Delivery relevance
- B. Create delivery group
- C. Goods movement type
- D. Structure scope

**Answer: A,C ([LEAVE A REPLY](#))**

**NEW QUESTION: 43**

How does the system determine the warehouse number in an order-to-cash process?

- A. It is linked to a combination of a shipping point and a loading point.
- B. It is linked to a combination of a plant and a storage section.
- C. It is linked to a combination of a plant and a shipping point.
- D. None
- E. It is linked to a combination of a plant and a storage location.

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 44**

What are some characteristics of SAP Smart Business? Note: There are 3 correct Answers to this question.

- A. KPIs (Key Performance Indicators) are visualized and target thresholds can be defined.
- B. Every transaction code used in SAP Smart Business can be linked to a unique URL.
- C. It supports an exception-based working model.
- D. SAP Smart Business is configured entirely based on SAP Best Practices.
- E. It combines real-time insights with analytics and transactional follow-up activities.

**Answer: A,C,E (LEAVE A REPLY)**

#### **NEW QUESTION: 45**

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. Supply chain unit
- B. Distribution channel
- C. Sales organization
- D. Route

**Answer: B (LEAVE A REPLY)**

#### **NEW QUESTION: 46**

You investigate the standard behavior of the two sales document types Delivery Free of Charge (FD) and Subsequent Delivery Free of Charge (SD). What do you find out? Note: There are 2 correct answers to this question.

- A. A Delivery Free of Charge is used to deliver material due to a complaint.
- B. Documents of both document types can use the same item category.
- C. A Subsequent Delivery Free of Charge has to be created with reference to a preceding document.
- D. In both cases, materials are priced and billed normally but the shipping is free of charge.

**Answer: B,C (LEAVE A REPLY)**

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#### **NEW QUESTION: 47**

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

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

**Answer: A ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 48**

You want to set up a condition type so that it can only be entered manually in a sales order. What options do you have to achieve this? Note: There are 3 correct Answers to this question.

- A. Set up the condition type as a header condition.
- B. Set the manual indicator for the condition type in the pricing procedure.
- C. Set the manual entries indicator in the condition type.
- D. Set up the condition type as a group condition.
- E. Set up the condition type without an access sequence.

**Answer: A,B,E ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 49**

The delivering plant should be determined automatically for a sales order item. Which master data sources can be used to achieve this? Note: There are 3 correct Answers to this question.

- A. Ship-to party
- B. Material master
- C. Material listing
- D. Customer material info record
- E. Material determination

**Answer: A,B,D ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 50**

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. Goods distribution can be optimized.
- C. Procurement costs can be reduced.
- D. More sales orders can be confirmed.

**Answer: ([SHOW ANSWER](#))**

#### **NEW QUESTION: 51**

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

- A. The warehouse task status is set to complete.

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

**Answer: B,C,E (LEAVE A REPLY)**

**NEW QUESTION: 52**

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

**Answer: A,B (LEAVE A REPLY)**

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