



# C\_TS462\_2020<sup>Q&As</sup>

SAP Certified Application Associate - SAP S/4HANA Sales 2020

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### QUESTION 1

You want to process and monitor outbound deliveries.

Which organizational unit support this?

- A. Warehouse number
- B. Plant
- C. Shipping point
- D. Loading point

Correct Answer: C

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### QUESTION 2

The delivering plant should be determined automatically for a sales order item.

Which master data sources can be used to achieve this? (Choose three.)

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

Correct Answer: CDE

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### QUESTION 3

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? (Choose two.)

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

Correct Answer: BC

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#### QUESTION 4

When performing backorder processing, which confirmation strategies can you select? (Choose three.)

- A. Redistribute
- B. Fill
- C. Obtain
- D. Gain
- E. Drop

Correct Answer: ADE

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#### QUESTION 5

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

Correct Answer: D

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