

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

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

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#### **QUESTION 1**

During the material availability check for a sales order item, the ordered quantity is completely confirmed on the required date even though there is only a partial quantity in stock.

Which setting could lead to this behavior?

- A. The Maximum Number of Partial Deliveries indicator is set to 1 in the sales order item
- B. The With Reservations indicator is set in the configuration of the scope of availability check
- C. The Without Replenishment Lead Time indicator is not set in the configuration of the scope of availability check
- D. The Complete Delivery indicator is set in the business partner master record and in the customer material info record

Correct Answer: C

#### **QUESTION 2**

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

Correct Answer: D

#### **QUESTION 3**

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 organization
- D. Sales order type

Correct Answer: A

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#### **QUESTION 4**

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

Correct Answer: A

#### **QUESTION 5**

What is a prerequisite for billing?

- A. You need a sales document type that is configured to be billing relevant
- B. You need an order item category that is configured to be billing relevant
- C. You need a billing document request for which a goods issue was posted
- D. You need a delivery type for which the invoicing date was determined

Correct Answer: B

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