



C_TS462_2020^{Q&As}

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

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QUESTION 1

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. Sales organization
- C. Route
- D. Distribution channel

Correct Answer: D

QUESTION 2

What are some characteristics of the process flow in SAP S/4HANA? (Choose two.)

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

Correct Answer: AC

QUESTION 3

Which of the following settings are required to be able to deliver a product? (Choose two.)

- A. You need to set the Schedule Lines Allowed indicator in the item category
- B. You need to set up the item category as relevant for delivery-related billing
- C. You need to set the Item Relevant for Delivery indicator in the item category
- D. You need to set up copying control in Logistics Execution for the item category

Correct Answer: AC

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

QUESTION 5

In a free goods scenario, which elements influence how the item category is determined for the free goods item?
(Choose two.)

- A. The item category group from the material master
- B. The item category of the higher-level item
- C. The material price group from the customer master
- D. The item usage assigned to the discount condition type

Correct Answer: BD

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