



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 differences between the transaction Create Billing Documents (VF04) and the Create Billing Documents - Billing Due List Items app? (Choose two.)

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

Correct Answer: AC

QUESTION 3

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 4

You want to configure that only complete sales documents can be saved.

How can you achieve this?

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

Correct Answer: C

QUESTION 5

What is a characteristic of a service item in a sales order?

- A. The material of the service item has a specific item category group
- B. The service item has no schedule line
- C. The sales price is determined from the service master record
- D. The requested delivery date is set to the current date

Correct Answer: A

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