



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

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

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### QUESTION 1

How can you reduce the maintenance effort for customer master data?

- A. Use the business partner roles
- B. Use the common master data concept
- C. Use the common view concept for master data
- D. Use the customer-vendor integration

Correct Answer: A

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### QUESTION 2

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 3

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

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

Correct Answer: D

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#### QUESTION 4

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

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#### QUESTION 5

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

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

Correct Answer: A

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