

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

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

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## **QUESTION 1**

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

#### **QUESTION 2**

How can you manage which materials can be released for a value contract? (Choose two.)

- A. You assign a life cycle profile in copying control
- B. You set up the dependent profitability segment for the value contract
- C. You assign an assortment module to the value contract
- D. You assign a product hierarchy to the value contract

Correct Answer: AB

## **QUESTION 3**

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 4**

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 5**

When creating a sales order with reference to a quotation, a header text must be automatically copied from the sold-to party if it cannot be found in the quotation. If copied from the sold-to party, it must be in the sold-to party language.

What must you do? (Choose three.)

- A. Ensure that the access sequence reads the sold-to party text first
- B. Assign an appropriate text type to the sales document type
- C. Include the text type with an appropriate access sequence in the text determination procedure
- D. In the access sequence, set the partner function language for this text to `sold-to party\\'
- E. Assign the text determination procedure to the sales document type

Correct Answer: CDE

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