



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

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

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**QUESTION 1**

Which fields are used in the determination of the shipping point? (Choose three.)

- A. Loading group
- B. Delivery type
- C. Plant
- D. Shipping condition
- E. Weight group

Correct Answer: ACD

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**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

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**QUESTION 3**

You want to determine the item category in a sales document.

What do you need to consider? (Choose two.)

- A. The higher-level item
- B. The material master data
- C. The sales organization
- D. The customer master data

Correct Answer: AB

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#### QUESTION 4

What are the effects of posting the goods issue during a sales process? (Choose three.)

- A. The billing document can now be created
- B. Delivery requirements in material planning are updated
- C. The warehouse task status is set to complete
- D. The overall status of the delivery is set to complete
- E. The document flow is updated

Correct Answer: ABE

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#### QUESTION 5

Which decisions do you have to make when configuring a new delivery item category? (Choose two.)

- A. Whether over-delivery is allowed
- B. Whether packing information should be entered
- C. Whether a delivery should be split by warehouse number
- D. Whether the route should be redetermined

Correct Answer: AB

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