



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

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

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### QUESTION 1

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 2

You want to set up a discount with a scale value (condition type K029) that is based on the material group "spare parts". The discount should be granted for all items in a sales order that are spare parts.

What do you need to set up for the condition type K029 so it meets this requirement?

- A. You need to set up the condition type K029 as a group condition
- B. You need to set up the scale base type for the condition type K029
- C. You need to set up the condition type K029 as a header condition
- D. You need to set the condition update indicator for the condition type K029

Correct Answer: A

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### QUESTION 3

In which type of outline agreement would you see details of confirmed material quantities and delivery dates?

- A. Quantity contract
- B. Material-related value contract
- C. Scheduling agreement
- D. General value contract

Correct Answer: C

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### QUESTION 4

How do you limit the choice of order reasons for a sales document?



- A. Assign the permitted reasons to the relevant sales item category
- B. Assign the permitted order reasons to the relevant sales organization
- C. Specify the permitted order reasons in the relevant customer master
- D. Specify the permitted reasons in the customer material info record

Correct Answer: B

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#### 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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