



# C\_TSCM62\_67<sup>Q&As</sup>

SAP Certified Application Associate - Sales and Distribution, ERP 6.0  
EhP7

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#### QUESTION 1

What are characteristics of the make-to-order process with Assembly Processing? (Choose two.)

- A. The sales order requires a phantom item for the transfer of requirement.
- B. The sales order directly initiates the posting of the goods issue.
- C. The production order is directly created from the sales order.
- D. The material is stored in a sales order specific stock.

Correct Answer: CD

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#### QUESTION 2

You want to combine items from different sales orders into one delivery document.

Which common characteristics are required? (Choose two.)

- A. Payment terms
- B. Ship-to party
- C. Shipping point
- D. Order type

Correct Answer: BC

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#### QUESTION 3

Which of the following enable the processing of a delivery? (Choose two)

- A. The items in a delivery are processed using various shipping points.
- B. Each delivery has a unique ship-to party.
- C. The shipping point is determined for each sales order item.
- D. The valid route is determined in the order header.

Correct Answer: BC

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#### QUESTION 4

Which of the following organizational unit assignments are possible in the order-to-cash business process? (Choose two.)



- A. You can assign more than one distribution channel to a sales organization.
- B. You can assign a sales organization to multiple company codes.
- C. You can assign a shipping point to multiple plants.
- D. You can assign a plant to only one sales organization.

Correct Answer: AC

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#### QUESTION 5

Your customers submit payment for open accounts receivables by referring to the sales order document number, not the invoice number. You maintain the Customizing settings so that the sales document number is transferred as the reference number in the accounting document.

What do you need to consider when transferring the sales order document number as a reference number to Financial Accounting (FI)?

- A. The sales revenues will be posted to a different account in FI when you use the sales order number as the reference number.
- B. Using the sales order number as the reference number will lead to a posting block. You will have to release billing documents for transfer to FI.
- C. Using the sales order number as a reference number could lead to an invoice split.
- D. You have to maintain copy control entries from order-related billing documents to FI accounting documents

Correct Answer: C

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