



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

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





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### QUESTION 1

Which of the following do you have to consider when you configure the "quotation ? sales order" sales process?  
(Choose two)

- A. Specify how pricing data should be handled when copying items.
- B. Set up the item category of the quotation so that it has an incompleteness procedure for a value item.
- C. Define the completion rule in the item category of the quotation as not relevant for completion.
- D. Define the Target Item Category in copying control for all manually maintained item categories in the quotation.

Correct Answer: AD

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### QUESTION 2

What do you need to consider when you want to use bills of material (BOMs) in a sales order? (Choose two)

- A. The sales document type controls whether bills of material relevant to sales are to be exploded in the sales document or not.
- B. Bills of material are exploded in the sales document as main items and subitems, based on the configuration of the main item category.
- C. The bill of material must be created by selecting BOM usage "Sales and distribution."
- D. The depth of the explosion of bills of material in the sales document is controlled by specifying the explosion level in the master record for the bill of material.

Correct Answer: BC

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### QUESTION 3

What is necessary to set up a pro forma invoice? (Choose two.)

- A. Account determination procedure
- B. Copy control for billing documents
- C. Output determination procedure
- D. Invoice list schedule

Correct Answer: BC

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### QUESTION 4

Which of the following must you consider when you use quantity contracts?



- A. Quantity contract items will trigger the transfer of requirements.
- B. Quantity contracts are delivered using a contract release order.
- C. Quantity contract items will show up in the delivery due list when they are ready for delivery.
- D. Quantity contracts contain details about the customer's requested delivery dates.

Correct Answer: B

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#### QUESTION 5

Which of the following actions are part of the configuration of the material determination function? (Choose three)

- A. Assign the material determination procedure to a sales document type.
- B. Define the substitution reason that determines whether a manual or automatic substitution process should be used.
- C. Assign the material determination procedure to a sales area.
- D. Specify the relevant substitution reason in the access sequence.
- E. Define condition tables in Customizing (IMG).

Correct Answer: ABE

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