

**100%** Money Back  
**Guarantee**

**Vendor:**SAP

**Exam Code:**C\_TS462\_2020

**Exam Name:**SAP Certified Application Associate -  
SAP S/4HANA Sales 2020

**Version:**Demo

**QUESTION 1**

You want to automatically supply your customers with another material if the ordered material is not available.

How would you do this?

- A. Create a material determination record with an appropriate substitution reason
- B. Ensure future replenishments of the ordered material are excluded from the material availability check
- C. Deactivate the material availability check and use material determination instead
- D. Create a material listing that includes both the ordered and substitution materials

Correct Answer: D

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**QUESTION 2**

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

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**QUESTION 3**

Which information comes from the payer? (Choose two.)

- A. Billing address
- B. Shipping conditions
- C. Payment terms
- D. Invoicing list scheduling

Correct Answer: CD

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#### QUESTION 4

SAP S/4HANA combines Online Transaction Processing (OLTP) and Online Analytical Processing (OLAP) on a single platform.

What are direct results of this? (Choose two.)

- A. OLTP now runs on the data sets provided by OLAP
- B. There is no longer a need for Extract, Transformation, and Load (ETL) activities
- C. OLAP now uses its own set of aggregated data
- D. OLAP now uses real-time data

Correct Answer: BD

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#### QUESTION 5

You sell a product for which there is a bill of material.

What must you set to ensure that the components automatically appear as sub-items in the order?

- A. The item usage during the item category determination of each sub-item
- B. The structure scope in the item category of the main item
- C. The special stock indicator in the item category of the main item
- D. The material group in the item category of the main item

Correct Answer: B

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#### QUESTION 6

What can you set up in the copying control tool for billing documents? (Choose two.)

- A. Assignment number
- B. Update pricing
- C. Update document flow
- D. Billing type for cancellation

Correct Answer: AB

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**QUESTION 7**

What is a use case for a billing plan type?

- A. Billing document requests
- B. Preliminary billing
- C. Milestone billing
- D. Invoice lists

Correct Answer: C

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**QUESTION 8**

When you create a sales order with reference to a quotation, you want to ensure the entire quotation is always included in the order.

Where do you make this setting?

- A. Copying control
- B. Customer master
- C. Sales organization
- D. Sales order type

Correct Answer: A

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**QUESTION 9**

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 10**

To which elements do you assign a partner determination procedure? (Choose two.)

- A. Account group

- B. Business partner category
- C. Delivery item category
- D. Delivery type

Correct Answer: AB

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#### **QUESTION 11**

How is the link between SAP S/4HANA Sales and SAP S/4HANA Finance set up?

- A. Via the link between a billing document request and an accounting document
- B. Via a unique assignment of a sales organization to a company code
- C. Via a unique assignment of a sales area to a company code
- D. Via the general billing interface

Correct Answer: B

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#### **QUESTION 12**

Where do you configure the default billing type to be used for order-related or delivery-related billing?

- A. Delivery type
- B. Sales document type
- C. Sales document item category
- D. Delivery document item category

Correct Answer: B