

## SAP.C\_TS462\_2021.v2023-07-31.q38

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### NEW QUESTION: 1

You want to set up automatic pricing in a sales order. Which actions should you take to achieve this? Note: There are 2 correct answers to this question.

- A. Set up condition types and assign them to the relevant pricing procedure.
- B. Set up condition tables and assign them to the relevant condition types.
- C. Set up the pricing procedure and assign it to the relevant sales document type.
- D. Set up condition tables and assign them to the relevant access sequences.

**Answer: A,D (LEAVE A REPLY)**

### NEW QUESTION: 2

When determining a storage location during delivery processing, the system uses a rule defined in which of the following?

- A. Outbound delivery item category
- B. Shipping point
- C. Material
- D. Outbound delivery type

**Answer: B (LEAVE A REPLY)**

### NEW QUESTION: 3

Texts are copied from a sold-to party to a sales order. Any later change to the sold-to party texts should not be visible in this order. Which object controls this behavior?

- A. Access sequence
- B. Text ID
- C. Text procedure assignment
- D. Text determination procedure

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 4**

Which of the following SAP S/4HANA Sales organizational unit assignments are mandatory? Note: There are 2 correct answers to this question.

- A. Plant to combination of sales organization and distribution channel
- B. Sales office to sales area
- C. Division to sales organization
- D. Sales group to sales office

**Answer: A,C ([LEAVE A REPLY](#))**

**NEW QUESTION: 5**

How can you manage which materials can be released for a value contract? Note: There are 2 correct answers to this question.

- A. Assign an assortment module to the value contract.
- B. Assign a sales item proposal to the value contract.
- C. Assign a product hierarchy to the value contract.
- D. Set up the dependent profitability segment for the value contract.

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 6**

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 structure scope in the item category of the main item
- B. The item usage during the item category determination of each sub-item
- C. The material entry type in the sales document type
- D. The delivery group in the item category of the sub-item

**Answer: A ([LEAVE A REPLY](#))**

**NEW QUESTION: 7**

Which of the following is a characteristic of decision table processing as used in BRF+ output management?

- A. Every table row is processed in sequence. In each row, every condition column cell is processed from right to left.
- B. It is possible to evaluate the content of condition column cells by using comparison operators or value ranges.
- C. Every condition column is processed in sequence. In each condition column, every row is processed from top to bottom.
- D. It is possible to maintain multiple condition column cells, but only one result column cell for each table row

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 8**

How can you enable partial deliveries for a sales order, while making sure to get as few deliveries as possible?

- A. In each order item, set partial deliveries to required.
- B. In each order item, set complete delivery to required.
- C. In the order header, set order combination to allowed.
- D. In the order header, set the Complete Delivery indicator.

**Answer: A (LEAVE A REPLY)**

**NEW QUESTION: 9**

Which fields are used to determine the delivery item category? Note: There are 3 correct answers to this question.

- A. Item category group
- B. Higher-level item category
- C. MRP type
- D. Delivery type
- E. Shipping point

**Answer: A,B,D (LEAVE A REPLY)**

**NEW QUESTION: 10**

What are some features of the Sales Order Fulfillment Issues app? Note: There are 2 correct answers to this question.

- A. The process flow can be used to directly resolve issues as quickly as possible.
- B. The app shows cost simulations for all possible order fulfillment scenarios.
- C. The app allows a user to monitor sales orders in critical stages and efficiently address issues.
- D. Icons and colors are used in the app to represent different types of issues.

**Answer: C (LEAVE A REPLY)**

**NEW QUESTION: 11**

What could be the origin of a partner in a sales order? Note: There are 2 correct answers to this question.

- A. Customer hierarchy
- B. Preceding condition contract
- C. Business partner category
- D. General value contract

**Answer: A,B (LEAVE A REPLY)**

**NEW QUESTION: 12**

You need to change standard sales processing logic and your requirement cannot be met in Customizing. What options will ensure there are no changes to SAP-delivered objects?

Note: There are 3 correct answers to this question.

- A. SAP Best Practices
- B. Customer exit
- C. Modification
- D. Enhancement point
- E. Business transaction event (BTE)

**Answer: (SHOW ANSWER)**

#### **NEW QUESTION: 13**

To avoid critical situations in demand and procurement, the material availability check can be combined with product allocations. Which benefit can be achieved by this?

- A. Capacity overloads can be avoided.
- B. More sales orders can be confirmed.
- C. Goods distribution can be optimized.
- D. Procurement costs can be reduced.

**Answer: C (LEAVE A REPLY)**

#### **NEW QUESTION: 14**

You want to configure that only complete sales documents can be saved. How can you achieve this?

- A. Assign an incompleteness procedure to all item categories used in sales.
- B. Assign an incompleteness procedure to all schedule line categories used in sales.
- C. Set the Dialog Message for Incompletion flag in the configuration of all sales document types.
- D. Set the No Change Possible flag in the partner determination procedure of the sold-to party.

**Answer: B (LEAVE A REPLY)**

#### **NEW QUESTION: 15**

Which channels are supported by BRF+ output management? Note: There are 3 correct answers to this question.

- A. Print
- B. XML
- C. DALE
- D. Fax
- E. E-mail

**Answer: A,B,E (LEAVE A REPLY)**

#### **NEW QUESTION: 16**

Which of the following basic functions are based on the condition technique? Note: There are 3 correct answers to this question.

- A. Account determination
- B. Free goods
- C. Partner determination
- D. Incompletion processing
- E. Listing and exclusion

**Answer: A,C,E (LEAVE A REPLY)**

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#### **NEW QUESTION: 17**

You normally include multiple sales orders in your outbound deliveries. Which sales order fields would prevent this from happening if their content was different? Note: There are 3 correct answers to this question.

- A. Ship-to party
- B. Material group
- C. Incoterms
- D. Delivery date
- E. Plant

**Answer: A,C,D (LEAVE A REPLY)**

#### **NEW QUESTION: 18**

During the material availability check for a sales order item, the ordered quantity is completely confirmed on the required date even though there is only a partial quantity in stock. Which setting could lead to this behavior?

- A. The Complete Delivery indicator is set in the business partner master record and in the customer material info record.
- B. The Maximum Number of Partial Deliveries indicator is set to 1 in the sales order item.
- C. The Without Replenishment Lead Time indicator is not set in the configuration of the scope of availability check.
- D. The With Reservations indicator is set in the configuration of the scope of availability check.

**Answer: C ([LEAVE A REPLY](#))**

**NEW QUESTION: 19**

You are configuring the organizational structure in your system. Which assignments are possible? Note: There are 3 correct answers to this question.

- A. Assign multiple loading points to a plant.
- B. Assign a shipping point to multiple plants.
- C. Assign multiple plants to one company code.
- D. Assign a plant to multiple sales organizations/distribution channels.
- E. Assign multiple distribution channels to one company code.

**Answer: B,C,D ([LEAVE A REPLY](#))**

**NEW QUESTION: 20**

Which type of SAP S/4HANA app delivers exception-based processing, combining analytics with follow-up actions to resolve issues?

- A. Factsheets
- B. SAP S/4HANA embedded analytics
- C. Transactional apps
- D. SAP Smart Business

**Answer: B ([LEAVE A REPLY](#))**

**NEW QUESTION: 21**

When a user creates 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 it is copied from the sold-to party, it must be in the sold-to party language. What must you do? Note: There are 3 correct answers to this question.

- A. Assign the text determination procedure to the sales document type.
- B. Ensure that the access sequence reads the sold-to party text first.
- C. In the access sequence, set the partner function language for this text to "sold-to party".
- D. Assign an appropriate text type to the sales document type.
- E. Include the text type with an appropriate access sequence in the text determination procedure.

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 22**

Which controls can you set when you configure a schedule line category? Note: There are 2 correct answers to this question.

- A. Goods movement type
- B. Create delivery group
- C. Delivery relevance
- D. Structure scope

**Answer: A,C ([LEAVE A REPLY](#))**

### **NEW QUESTION: 23**

You want to change the default description of a specific condition type for selected condition records. How can you achieve this? Note: There are 2 correct answers to this question.

- A.** Use the Creation of Pricing Lists app.
- B.** Use the Change condition (VK12) transaction.
- C.** Use the Manage Prices - Sales app.
- D.** Use report COND\_AV.

**Answer: B,C ([LEAVE A REPLY](#))**

### **NEW QUESTION: 24**

What are the effects of posting the goods issue during a sales process? Note: There are 3 correct answers to this question.

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

**Answer: ([SHOW ANSWER](#))**

### **NEW QUESTION: 25**

You already have a condition record for a material price that is valid for the whole year. In addition to this standard price, you now have to set up a special sales price for this material that is only valid for the next two weeks. After this special price period, the standard price should be valid How do you maintain this requirement? Note: There are 2 correct answers to this question.

- A.** Use the Manage Prices - Sales app.
- B.** Use the Creation of Price Lists app.
- C.** Use the Change condition transaction (transaction code VK12).
- D.** Use the Create condition with template transaction (transaction code VK14).

**Answer: A,C ([LEAVE A REPLY](#))**

### **NEW QUESTION: 26**

Which information comes from the payer? Note: There are 2 correct answers to this question.

- A.** Invoicing list scheduling
- B.** Payment terms
- C.** Billing plan
- D.** Billing address

**Answer: A,B ([LEAVE A REPLY](#))**

**NEW QUESTION: 27**

Which time components are used to calculate the confirmed delivery date in a sales order?

Note: There are 2 correct answers to this question.

- A. Loading time of the shipping point
- B. Transit time of the route
- C. Transportation lead time of the forwarding agent
- D. Pick/pack time of the warehouse number

**Answer: A,D ([LEAVE A REPLY](#))**

**NEW QUESTION: 28**

You want to determine the item category in a sales document. What do you need to consider? Note: There are 2 correct answers to this question.

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

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 29**

For which type of outline agreement do you determine the material from the item category?

- A. Value contract
- B. Condition contract
- C. Scheduling agreement
- D. Quantity contract

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 30**

What can you set up in copying control for billing documents? Note: There are 2 correct answers to this question.

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

**Answer: A,B ([LEAVE A REPLY](#))**

**NEW QUESTION: 31**

Which of the following is a use case for a billing plan type?

- A. Convergent billing
- B. Settlement management

C. Milestone billing

D. Invoice lists

**Answer: C (LEAVE A REPLY)**

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**NEW QUESTION: 32**

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

A. Assign the permitted order reasons to the relevant sales organization.

B. Assign the permitted reasons to the relevant sales item category.

C. Specify the permitted order reasons in the relevant customer master.

D. Specify the permitted reasons in the customer material info record.

**Answer: (SHOW ANSWER)**

**NEW QUESTION: 33**

You want to be able to enter a special price in a sales order for a certain customer that should ignore all applicable discounts. How can you achieve this?

A. Set the Exclusion indicator in the condition record for the special price.

B. Set the Exclusion indicator in the condition records for all discounts.

C. Activate the Condition Update indicator in the condition records for the special price.

D. Create a condition record for a customer-specific price.

**Answer: A (LEAVE A REPLY)**

**NEW QUESTION: 34**

The delivering plant should be determined automatically for a sales order item. Which master data sources can be used to achieve this? Note: There are 3 correct answers to this question.

A. Customer material info record

B. Ship-to party

C. Material determination

D. Material master

E. Sold-to party

**Answer: (SHOW ANSWER)**

**NEW QUESTION: 35**

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

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

**Answer: A (LEAVE A REPLY)**

**NEW QUESTION: 36**

Which of the following is a prerequisite for billing?

- A. You need an billing item category that is configured to be billing relevant.
- B. You need an order item category that is configured to be billing relevant.
- C. You need a billing type that is configured to be billing relevant.
- D. You need a sales document type that is configured to be billing relevant.

**Answer: B (LEAVE A REPLY)**

**NEW QUESTION: 37**

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

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

**Answer: A (LEAVE A REPLY)**

**NEW QUESTION: 38**

What are some characteristics of SAP Smart Business? Note: There are 3 correct answers to this question.

- A. Key performance indicators (KPIs) are visualized and target thresholds can be defined.
- B. It supports an exception-based working model.
- C. It combines real-time insights with analytics and transactional follow-up activities.
- D. Every transaction code used in SAP Smart Business can be linked to a unique URL.
- E. SAP Smart Business is configured entirely based on SAP Best Practices.

**Answer: A,B,C (LEAVE A REPLY)**

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