

## SAP.C-TS462-1909.v2022-02-02.q60

<b>Exam Code:</b>	C-TS462-1909
<b>Exam Name:</b>	SAP Certified Application Associate - SAP S/4HANA Sales 1909
<b>Certification Provider:</b>	SAP
<b>Free Question Number:</b>	60
<b>Version:</b>	v2022-02-02
<b># of views:</b>	2030
<b># of Questions views:</b>	600
<a href="https://www.dumpsdb.com/dumps/SAP/C-TS462-1909/SAP.C-TS462-1909.v2022-02-02.q60">https://www.dumpsdb.com/dumps/SAP/C-TS462-1909/SAP.C-TS462-1909.v2022-02-02.q60</a>	

### NEW QUESTION: 1

To what do you assign a material exclusion procedure?

- A. Copy control for sales documents
- B. Sales document type
- C. Schedule line category
- D. Sales item category

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

### NEW QUESTION: 2

Which partner function determines the shipping condition in a sales order? Please choose the correct answer.

- A. Bill to Pay
- B. Ship-to-Party
- C. Payer
- D. Sold-to Party

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

### NEW QUESTION: 3

Which organizational unit is used for interim storage in SAP Extended Warehouse Management (EWM)?

Please choose the correct answer.

- A. Activity area

- B. Door
- C. Storage location
- D. Staging area

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

#### **NEW QUESTION: 4**

Which of the following settings can you configure in the sales document type? There are 3 correct answers to this question.

- A. Delivery relevance
- B. Default billing type
- C. Mandatory reference
- D. Schedule lines allowed
- E. Immediate delivery

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

#### **NEW QUESTION: 5**

Which steps must be completed to implement a new SAP Fiori tile for a specific evaluation? There are 3 correct answers to this question.

- A. Create a new KPI
- B. Define the required thresholds
- C. Create the exception report in the background system
- D. Create the tile and assign it to the KPI
- E. Create the tile and assign it to the evaluation

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

#### **NEW QUESTION: 6**

Which SAP Fiori apps are assigned to business role Internal Sales Representative? There are 2 correct answers to this question.

- A. Pick Outbound Delivery
- B. Manage Billing Documents
- C. Manage Sales Quotations
- D. Sales Order Fulfillment Monitor

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

#### **NEW QUESTION: 7**

To which of the following elements can you assign an incompleteness procedure? (Choose three.)

- A. Schedule line category
- B. Partner function
- C. Partner type
- D. Delivery type

E. Billing type

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

**NEW QUESTION: 8**

What characterizes the use of SAP CoPilot? There are 2 correct answers to this question.

**A.** The user can use natural language to access and work with SAP business applications and solutions.

**B.** To access existing charts, the user can choose a chat from the in the Digital Assistant view.

**C.** When opened on a desktop, SAP CoPilot appears as a panel floating on top of the SAP Fiori launchpad.

**D.** An utterance is a shot code used to interact with SAP CoPilot to trigger a specific event.

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

**NEW QUESTION: 9**

What characterizes SAP Smart Business? (Choose three.)

**A.** It provides key performance indicator (KPI) visualizations with semantic colors and target thresholds

**B.** It provides a set of SAP Fiori apps for your key business processes based on the SAP S/4HANA Model Company

**C.** It provides an exception-based working model combining analytics with actions to solve issues

**D.** It consists of tiles in the SAP Fiori launchpad

**E.** It consists of a set of transaction codes for reports that can be linked to unique URLs

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

**NEW QUESTION: 10**

What capabilities does SAP S/4HANA embedded analytics provide? There are 2 correct answers to this question.

**A.** Comparison of current data with historical data to identify trends

**B.** Automatic update of story boards

**C.** Strategic analysis

**D.** Real time decision support

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

**NEW QUESTION: 11**

Which of the following are parts of SAP Best Practices for SAP S/4HANA? There are 3 correct answers to this question.

**A.** Solution Package

**B.** Building Blocks

**C.** Solution Explorer

- D. Scope Items
- E. Business Explorer

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

**NEW QUESTION: 12**

What characterizes a service item (item category TAD)?

- A. The item has no schedule line
- B. The order quantity for each item is limited to 1
- C. The item is billed with reference to the order
- D. The item is billed with reference to the delivery

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

**NEW QUESTION: 13**

You save a billing document for an invoice. What happens? There are 2 correct answers to this question.

- A. The document flow is updated
- B. The credit limit check is performed
- C. The goods issue is posted
- D. The account receivable is posted

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

**NEW QUESTION: 14**

Your company wants to set up a freight surcharge with sales based on a total weight of all items in a sales order. How do you set up this requirement?

Please choose the correct answer.

- A. With a graduated-to interval scale
- B. As a group condition
- C. As a header condition
- D. With a calculation rule

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

**NEW QUESTION: 15**

You set up partner determination. To which elements do you assign the partner determination procedure?

(Choose two.)

- A. Delivery item category
- B. Customer hierarchy node
- C. Account group
- D. Delivery type

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

**NEW QUESTION: 16**

Which reference documents can be used to create a billing document? There are 2 correct answers to this question.

- A. Shipment document
- B. Delivery document
- C. Credit memo request
- D. Transfer order

Answer: ([SHOW ANSWER](#))

**Valid C-TS462-1909 Dumps** shared by TrainingQuiz.com for Helping Passing C-TS462-1909 Exam! TrainingQuiz.com now offer the **newest C-TS462-1909 exam dumps**, the TrainingQuiz.com C-TS462-1909 exam **questions have been updated** and **answers have been corrected** get the **newest** TrainingQuiz.com C-TS462-1909 dumps with Test Engine here: <https://www.trainingquiz.com/C-TS462-1909-practice-quiz.html> (80 Q&As Dumps, **40%OFF Special Discount: Exam-Tests**)

**NEW QUESTION: 17**

Which packing option can be configured for a delivery item category? There are 3 correct answers to this question.

- A. Packing not allowed
- B. Packing automatic
- C. Packing allowed
- D. Packing mandatory
- E. Packing seasonal

Answer: ([SHOW ANSWER](#))

**NEW QUESTION: 18**

What are the requirements for customer consignment processing? There are 2 correct answers to this question.

- A. The consignment returns requires a warehouse task for picking
- B. The consignment pick-up requires a good receipt
- C. The consignment issue requires a delivery document
- D. The consignment fill-up requires a billing document

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

**NEW QUESTION: 19**

For which master data can you reduce maintenance using the common master data concept? (Choose two.)

- A. Condition master record

- B. Customer-material information master record
- C. Customer master record
- D. Output master record

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

**NEW QUESTION: 20**

Which process step is mandatory in outbound delivery? Please choose the correct answer.

- A. Posting the goods issue
- B. Packing
- C. Picking
- D. Transportation planning

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

**NEW QUESTION: 21**

In a sales order, which parameter can be used for the route determination? Please choose 2 correct answers.

- A. Departure zone or country of the Delivering Plant
- B. The Incoterms of the Ship-to party
- C. The loading group assigned to the material
- D. The shipping condition of the Sold-to party

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

**NEW QUESTION: 22**

When you migrate customer information from SAP ERP to SAP S/4HANA, what must you do? Please choose the correct answer.

- A. Convert all customers and vendors to business partners
- B. Convert all vendors to customer master transactions
- C. Update all custom code that calls customer master transactions
- D. Convert all open sales orders to the new data model

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

**NEW QUESTION: 23**

What are characteristics of text determination? There are 2 correct answers to this question.

- A. The access step in the access sequence has a text source
- B. The text type in the procedure can be set as mandatory
- C. Text determination uses condition records
- D. Pricing condition record texts can be used as a standard text source

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

**NEW QUESTION: 24**

Which settings can be enabled on the header level of sales document copy control?

Please choose the correct answer.

- A. Copy item number
- B. Update document flow
- C. Copy quantity
- D. Pricing type

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

#### **NEW QUESTION: 25**

Your project requires shipment of several sales orders in one outbound delivery. What must the sales orders have in common? (Choose three.)

- A. Ship-to party
- B. Route
- C. Picking location
- D. Warehouse number
- E. Shipping point

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

#### **NEW QUESTION: 26**

Which confirmation strategies can you select when executing backorder processing (BOP)? (Choose three.)

- A. Fill
- B. Lose
- C. Split
- D. Fail
- E. Win

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

#### **NEW QUESTION: 27**

The shipping condition in a sales order? Please choose the correct answer.

- A. Sold-to party
- B. Payer
- C. Ship-to party
- D. Bill-to party

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

#### **NEW QUESTION: 28**

You need to create business partners (BP) to record data relevant for BP roles Customer and FI Customer.

Which organizational elements must you enter to maintain this data?

- A. Sales area and company code

- B. Business area and company code
- C. Credit control area and company code
- D. Sales area and controlling area

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

**NEW QUESTION: 29**

What are standard "split criteria" for an invoice? There are 2 correct answers to this question.

- A. Ship-to party
- B. Material group
- C. Billing date
- D. Assignment number

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

**NEW QUESTION: 30**

Which master data can you use for automatic determination of the delivering plant in a sales order? (Choose three.)

- A. Customer hierarchy
- B. Customer material info record
- C. Sold-to party
- D. Material master
- E. Ship-to party

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

**NEW QUESTION: 31**

You need to trigger free goods determination in a sales document. In a standard SAP S/4HANA system, which elements influence the item category determination of the free goods item (TANN)? (Choose two.)

- A. Item usage
- B. Material qualifies for discount in kind indicator
- C. Higher-level item category
- D. Material price group

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

**Valid C-TS462-1909 Dumps** shared by TrainingQuiz.com for Helping Passing C-TS462-1909 Exam! TrainingQuiz.com now offer the **newest C-TS462-1909 exam dumps**, the TrainingQuiz.com C-TS462-1909 exam **questions have been updated** and **answers have been corrected** get the **newest** TrainingQuiz.com C-TS462-1909

dumps with Test Engine here: <https://www.trainingquiz.com/C-TS462-1909-practice-quiz.html> (80 Q&As Dumps, **40%OFF Special Discount: Exam-Tests**)

**NEW QUESTION: 32**

Your project requires material determination in a sales order if the ordered material is NOT available. How do you achieve this?

- A. Set up a material determination record with a suitable substitution reason
- B. Set up the access sequence to perform a quantity check for the material
- C. Set up an availability check in the material determination record
- D. Deactivate the material availability check and use material determination

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

**NEW QUESTION: 33**

What can you do with the help of the Manage Billing Documents app? (Choose two.)

- A. Post billing documents
- B. Approve billing documents
- C. Cancel billing documents
- D. Block billing documents

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

**NEW QUESTION: 34**

What are some of the technologies within SAP Leonardo? There are 2 correct answers to this question.

- A. Big data
- B. SAP Fiori
- C. OLTP
- D. Blockchain

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

**NEW QUESTION: 35**

Your customer wants to ensure that any subsequent text changes in a source document are automatically transferred to the subsequent document. Which option in standard Sales and Distribution is available to fulfill this requirement? Please choose the correct answer.

- A. Transfer routine
- B. Copying text
- C. Requirement routine
- D. Referencing text

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

**NEW QUESTION: 36**

Which of the following is an outbound process in EWM? Please choose the correct answer.

- A. Outbound delivery processing
- B. Internal routing
- C. Transportation unit processing
- D. Picking optimization, packing, staging and load management

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

**NEW QUESTION: 37**

What are some of the new features in SAP S/4HANA Sales for the SAP digital payment add-on? Please choose the correct answer.

- A. Deletion of credit card authorization via the service payment provider
- B. Automatic release of credit limit
- C. Approval of PayPal four-step payment
- D. Removal of credit card authorization from sales order to prevent over-authorization

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

**NEW QUESTION: 38**

What must you consider concerning the setup of partner functions and partner types? Please choose the correct answer.

- A. Partner types are created in Customizing for partner determination.
- B. Partner functions can be changed on the item and schedule line level of a sales document.
- C. Partner types are assigned to partner functions in Customizing for partner determination.
- D. Partner functions can be copied from the sales document header to the customer master record.

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

**NEW QUESTION: 39**

What are characteristics of the make-to-order process with Assembly Processing? There are 2 correct answers to this question.

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

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

**NEW QUESTION: 40**

Where can you set the delivery relevance? There are 2 correct answers to this question.

- A. Schedule line category

- B. Item category
- C. Ship-to party
- D. Sales document type

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

**NEW QUESTION: 41**

You use the same text element in a sales order and in the subsequent delivery. What must you customize to ensure that changes to the sales order text are also visible in the delivery text?

- A. Data transfer routine for texts
- B. Text type
- C. Text determination procedure
- D. Access sequence

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

Explanation/Reference:

**NEW QUESTION: 42**

What do you need to consider when you create a condition record for pricing?

- A. You can create condition records for header conditions
- B. You can create condition records for condition types that are selected as manual in the pricing procedure
- C. You have a limit of 10 scale levels for each condition record
- D. You have to set a time frame for each condition record

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

**NEW QUESTION: 43**

What are some of the SAP Fiori user types? There are 3 correct answers to this question.

- A. Expert
- B. Developer
- C. Employee
- D. Occasional
- E. Business partner

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

**NEW QUESTION: 44**

When you set up a billing document, which copy control parameters are available at header level? (Choose two.)

- A. Reference number
- B. Pricing type
- C. Update document flow
- D. Copy item number

**Answer: (SHOW ANSWER)**

**NEW QUESTION: 45**

What is the preferred Implementation methodology used in SAP S/4HANA projects?

- A. Waterfall
- B. ASAP
- C. SAP Activate
- D. SAP Launch

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

**NEW QUESTION: 46**

Which characteristics apply to listing and exclusion? There are 2 correct answers to this question.

- A. The listing and exclusion procedures are determined the same way as a pricing procedure in a sales order
- B. An existing condition record for a listing can be switched to an exclusion
- C. A single sales document can have both a listing and exclusion procedures assigned simultaneously
- D. Listing and exclusion is based on the condition technique

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

**Valid C-TS462-1909 Dumps** shared by TrainingQuiz.com for Helping Passing C-TS462-1909 Exam! TrainingQuiz.com now offer the **newest C-TS462-1909 exam dumps**, the TrainingQuiz.com C-TS462-1909 exam **questions have been updated** and **answers have been corrected** get the **newest** TrainingQuiz.com C-TS462-1909 dumps with Test Engine here: <https://www.trainingquiz.com/C-TS462-1909-practice-quiz.html> (80 Q&As Dumps, **40%OFF Special Discount: Exam-Tests**)

**NEW QUESTION: 47**

Which of the following actions can you directly execute in the SAP Fiori app "Manage Sales Orders"? There are 3 correct answers to this question.

- A. Create sales orders
- B. Remove billing blocks
- C. Create billing documents
- D. Release credit blocks
- E. Reject all items in a sales order

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

**NEW QUESTION: 48**

You want to combine items from different sales orders into one delivery document. Which common characteristics are required? There are 2 correct answers to this question.

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

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

#### **NEW QUESTION: 49**

When using new output management in SAP S/4HANA, how does the system process a BRF+ decision table to retrieve the required result?

- A. Every condition column is processed in sequence. In each condition column, every row is processed from top to bottom. If the condition in each condition column cell is met, the field values in the result columns are returned.
- B. Every row is processed in sequence. In each row, every condition column cell is processed from left to right. If the condition in each condition column cell is met, the field values in the result columns are returned.
- C. Every row is processed in sequence. In each row, every result column cell is processed from left to right. If the condition in each result column cell is met, the field values in the condition columns are returned.
- D. Every row is processed in sequence. In each row, every condition column cell is processed from right to left. If the condition in each condition column cell is met, the field values in the result columns are returned.

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

#### **NEW QUESTION: 50**

Which over-delivery options can be configured for a delivery item category? There are 2 correct answers to this question.

- A. Over-delivery rejected with an error message
- B. Over-delivery always allowed
- C. Over-delivery only possible if within tolerance
- D. Over-delivery only possible if specified in a customer-material info record

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

#### **NEW QUESTION: 51**

Which organizational elements can you configure in Logistics Execution? (Choose three.)

- A. Distribution channel
- B. Warehouse number
- C. Location
- D. Loading point
- E. Shipping point

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

**NEW QUESTION: 52**

Which objects can you use in the standard SAP S/4HANA system to restrict the products to be released for a value contract? (Choose two.)

- A. Contract profiles
- B. Value contract types
- C. Assortment modules
- D. Product hierarchies

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

**NEW QUESTION: 53**

Where in customizing do you assign the billing plan type?

- A. Billing document type
- B. Billing document item category
- C. Copying control for billing documents
- D. Sales document item category

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

**NEW QUESTION: 54**

Which lead times can you use in delivery scheduling? (Choose two.)

- A. Transit time in a shipping condition
- B. Pick/pack time in a shipping point
- C. Transportation lead time in a route
- D. Loading time in a plant

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

**NEW QUESTION: 55**

What can you identify in the customer material information record? There are 3 correct answers to this question.

- A. A specific route schedule
- B. A specific delivery agreement
- C. The customer material number
- D. A specific delivering plant
- E. The customer-specific price

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

**NEW QUESTION: 56**

Which of the following describe the use of chats in SAP CoPilot? There are 2 correct answers to this question.

- A. It is NOT possible to reset the linked screen and link the chat to another screen.

- B. Each chat is automatically linked to the SAP Fiori screen on which it was created.
- C. Each chat must have at least one participant.
- D. The contents of a chat thread are chronological and traceable.

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

**NEW QUESTION: 57**

Your project uses the new output management in SAP S/4HANA. What must you create to print the order confirmation immediately after the order is saved?

- A. Output message
- B. Condition record
- C. Transmission medium
- D. Decision table entry

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

**NEW QUESTION: 58**

You must ensure that a bill of material will explode to generate sub-items in a sales order. What controls this functionality?

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

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

**NEW QUESTION: 59**

Where do you configure whether billing should be order-related or delivery-related?

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

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

**NEW QUESTION: 60**

What are SAP standard criteria used in determination of G/L accounts? There are 3 correct answers to this question.

- A. Account assignment group
- B. Chart of accounts
- C. Account assignment group for material
- D. Company code
- E. Sales organization

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

**Valid C-TS462-1909 Dumps** shared by TrainingQuiz.com for Helping Passing C-TS462-1909 Exam! TrainingQuiz.com now offer the **newest C-TS462-1909 exam dumps**, the TrainingQuiz.com C-TS462-1909 exam **questions have been updated** and **answers have been corrected** get the **newest** TrainingQuiz.com C-TS462-1909 dumps with Test Engine here: <https://www.trainingquiz.com/C-TS462-1909-practice-quiz.html> (80 Q&As Dumps, **40%OFF** Special Discount: **Exam-Tests**)