

[2022 Use Real SAP Dumps - 100% Free C-TS462-1909 Exam Dumps [Q48-Q70]



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QUESTION 48

You need texts for shipping in a sales order. These are usually sourced from the ship-to party, but if they are not maintained in the ship-to party, they should be sourced from the sold-to party.

Which of the following objects controls this behavior?

- * Condition table
- * Text determination procedure
- * Text type
- * Access sequence

QUESTION 49

What functionality is used to make sales order items available to MRP?

- * Transfer of material planning

- * Transfer of availability
- * Transfer of order volume
- * Transfer of requirements

QUESTION 50

To what do you assign a material exclusion procedure?

- * Copy control for sales documents
- * Schedule line category
- * Sales item category
- * Sales document type

QUESTION 51

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

- * Manage Billing Documents
- * Manage Sales Quotations
- * Pick Outbound Delivery
- * Sales Order Fulfillment Monitor

QUESTION 52

Which of the following elements can you use to influence the item category determination in a sales order?

(Choose two.)

- * Sales area
- * Sales document type
- * Item category group
- * Material type

QUESTION 53

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

- * The document flow is updated
- * The credit limit check is performed
- * The goods issue is posted
- * The account receivable is posted

QUESTION 54

You manually change the item category of a quotation item and create a subsequent sales order. You do NOT want the item category in the sales order to be determined automatically. How do you achieve this?

Please choose the correct answer.

- * Maintain a default item category in the copy control
- * Choose **reference mandatory** in the quotation type
- * Enter an alternative item category in the sales order type
- * Define an item category usage for the item category determination

QUESTION 55

What can you trigger in the customizing of schedule line categories? (Choose two.)

- * Creation of a purchase requisition
- * Proposal of the delivery date
- * Transfer of requirements
- * Immediate creation of the delivery

QUESTION 56

Which functions can be used with the Smart Business modeler apps? There are 2 correct answers to this question.

- * Manage KPI authorizations
- * Create an attribute view for KPI data
- * Create KPI
- * Migrate KPI data

QUESTION 57

What activity is supported by the Sales Order Fulfillment Monitor? Please choose the correct answer.

- * Change KPI data for sales
- * Create sales contracts
- * Resolve incomplete data
- * Track warehouse orders

QUESTION 58

You want to maintain a freight charge that is determined automatically and should be based on the gross weight of all order items. How can you achieve this?

- * Set the condition type as a header condition
- * Set the condition type as a group condition
- * Set the Condition Update indicator for the condition type
- * Set the Condition Index indicator for the condition type

QUESTION 59

What type of data does SAP Core Data Services (CDS) use to deliver operational reporting? Please choose the correct answer.

- * Replicated transactional data
- * Hybrid transactional data
- * Live transactional data
- * Aggregated data

QUESTION 60

In SAP S/4HANA, which technologies can you use to set up output for a billing document? (Choose two.)

- * BRF+ (Business Rules Framework plus)
- * Omnichannel convergent billing
- * SAP Workflow
- * NAST

QUESTION 61

A business user grants his customer a special price. This special price should ignore all possible discounts that may be applicable in a sales order for this customer.

What must the business user do?

- * Set the Exclusion indicator in the condition record for the special price
- * Maintain a maximum condition value in the condition record for the special price
- * Activate the Condition Update indicator in the condition record of the discounts
- * Set the Exclusion indicator in the condition record of the discounts

QUESTION 62

What is a prerequisite for delivery-related billing?

- * You need a delivery item category that is configured to be billing relevant
- * You need a delivery for which goods issue was posted
- * You need a delivery for which the invoicing date was posted
- * You need a delivery type that is configured for delivery-related billing

QUESTION 63

Which of the following is contained in a building block of an SAP S/4HANA best practice? Please choose the correct answer.

- * Solution scope
- * Test script
- * Activation content
- * Scope item fact sheet

QUESTION 64

A business user needs to display the document flow for a sales process and visualize all relevant preceding and subsequent documents.

Which activities do you suggest? (Choose two.)

- * Go to the accounting document and select the icon Display Document Flow
- * Go to the Manage Sales Orders app on the SAP Fiori Launchpad and select a sales order
- * Go to the sales order and select the icon Display Document Flow
- * Go to the material document and select the icon Display Document Flow

QUESTION 65

What types of issues can you resolve with SAP Smart Business for Sales Order Fulfillment? There are 3 correct answers to this question.

- * Billing block
- * Unconfirmed quantities
- * Incomplete data
- * Reverse Invoice List
- * Account determination

QUESTION 66

What can you set in a valid condition record to block its use in a sales order? Please choose the correct answer.

- * Scale basis type

- * Validity date
- * Release status
- * Calculation type

QUESTION 67

Your project requires that a new text element from the business partner master record is automatically copied into the header information in sales orders.

What must you do? (Choose two.)

- * Create a condition master record for the new text type
- * Assign a text determination procedure to the sales item category
- * Assign the required text type with an appropriate access sequence to the text determination procedure
- * Assign a text determination procedure to the sales document type

QUESTION 68

Which business partner categories can you use to create customer master records? (Choose two.)

- * Vendor
- * Person
- * Customer
- * Organization

QUESTION 69

Which sales document type do you use to supply specified quantities on defined dates?

- * Quantity contract
- * Value contract
- * Scheduling agreement
- * Master contract

QUESTION 70

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

- * Automatic update of story boards
- * Comparison of current data with historical data to identify trends
- * Strategic analysis
- * Real time decision support

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