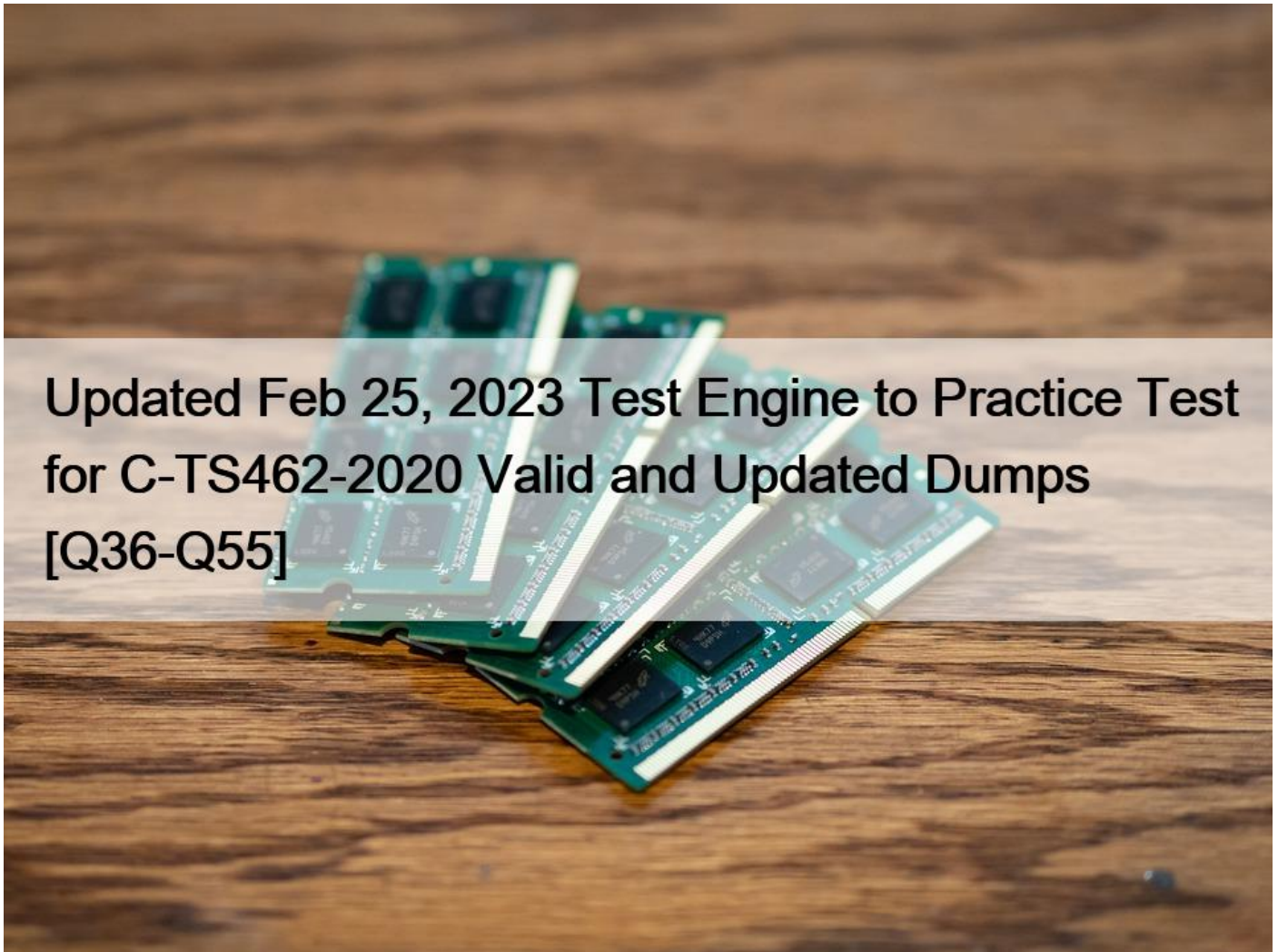


## Updated Feb 25, 2023 Test Engine to Practice Test for C-TS462-2020 Valid and Updated Dumps [Q36-Q55]



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Exam Questions for C-TS462-2020 Updated Versions With Test Engine

Who is the target audience of the SAP C\_TS462\_2020 Exam?

SAP Certified Application Associate - SAP S/4HANA Sales 2020 certification is mainly targeted to those candidates who have some experience or exposure to the SAP S/4HANA environment and have an understanding of basic industry terminology. The target audience for this certification exam is Business Analysts, Project Team Members, and System Administrators. The SAP C\_TS462\_2020 exam is suitable for all candidates who know SAP Solution Manager. The candidates who want to take the SAP C\_TS462\_2020 exam are required to have a minimum of 3 years of working experience in the IT field. **SAP C\_TS462\_2020 exam dumps** will help you in getting a certification for the SAP C\_TS462\_2020 exam.

### QUESTION 36

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

- \* In the configuration of all schedule line categories used, you set the flag Dialog Message for Incompletion.
- \* You assign an incompleteness procedure to all item categories used in sales.
- \* In the configuration of all sales document types used, you set the flag Dialog Message for Incompletion.
- \* You assign an incompleteness procedure to all schedule line categories used in sales.

### QUESTION 37

What does the billing type control? There are 2 correct answers to this question.

- \* Billing relevance
- \* Billing date determination
- \* Number range
- \* Account determination

### QUESTION 38

To which elements do you assign a partner determination procedure? Note: There are 2 correct Answers to this question.

- \* Delivery item category
- \* Delivery type
- \* Account group
- \* Business partner category

### QUESTION 39

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

- \* Via the link between a billing document request and an accounting document
- \* Via the general billing interface
- \* Via a unique assignment of a sales organization to a company code
- \* Via a unique assignment of a sales area to a company code

### QUESTION 40

In SAP S/4HANA Sales, which steps in the sale from stock process are optional? There are 2 correct answers to this question.

- \* Create sales order
- \* Create delivery
- \* Create sales quotation
- \* Calculate freight costs

### QUESTION 41

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

- \* Sales document type
- \* Delivery document item category
- \* Delivery type
- \* Sales document item category

### QUESTION 42

What elements are used to determine a picking location with the 'MALA Rule'? There are 3 correct answers to this question.

- \* Warehouse number
- \* Plant
- \* Shipping point
- \* Shipping conditions
- \* Storage conditions

#### QUESTION 43

Your customer wants to ship as much material as possible on a requested date and does NOT want any subsequent deliveries in case of shortage. What do you set to achieve this requirement?

Please choose the correct answer.

- \* The  Complete delivery indicator in the sales order header
- \* The  Only complete delivery (per item) allowed indicator
- \* The  One delivery with quantity greater than zero has to be created indicator
- \* The  No limit to subsequent deliveries indicator

#### QUESTION 44

Which elements are part of item category determination? There are 3 correct answers to this question.

- \* Item category group
- \* Higher level item category
- \* Sales document type
- \* Material group
- \* SD document category

#### QUESTION 45

You want to use billing as part of the sales process. Which organizational units must be configured?

Note: There are 2 correct Answers to this question.

- \* Sales organization
- \* Operating concern
- \* Sales office
- \* Company code

#### QUESTION 46

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.

- \* Ship-to party
- \* Incoterms
- \* Plant
- \* Material group
- \* Delivery Date

#### QUESTION 47

Which organizational unit represents the geographical aspect of the organization in Sales and Distribution?

Please choose the correct answer.

- \* Sales office
- \* Distribution channel
- \* Sales group
- \* Sales district

#### QUESTION 48

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

- \* The Incoterms of the Ship-to party
- \* Departure zone or country of the Delivering Plant
- \* The shipping condition of the Sold-to party
- \* The loading group assigned to the material

#### QUESTION 49

How can you reduce the maintenance effort for customer master data?

- \* Use the common master data concept.
- \* Use the common view concept for master data.
- \* Use the business partner roles.
- \* Use the customer-vendor integration.

#### QUESTION 50

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 51

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

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

#### QUESTION 52

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

- \* Convert all open sales orders to the new data model
- \* Convert all customers and vendors to business partners
- \* Convert all vendors to customer master transactions
- \* Update all custom code that calls customer master transactions

### QUESTION 53

Which of the following are part of the analytics floorplan in Sales and Billing? There are 3 correct answers to this question.

- \* Code pages
- \* Object pages
- \* Base pages
- \* List pages
- \* Overview pages

### QUESTION 54

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

- \* Condition contract
- \* Scheduling agreement
- \* Quantity contract
- \* Value contract

### QUESTION 55

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

- \* Item category
- \* Schedule line category
- \* Sales document type
- \* Ship-to party

## **SAP C\_TS462\_2020 Certification: How To Prepare? Prepare With Confidence For SAP C\_TS462\_2020 Certification Exam SAP C\_TS462\_2020 Certification: Learn How to Ace Exam**

Those who are looking to get certified in SAP C\_TS462\_2020 can go through this article. The SAP Certified Application Associate - SAP S/4HANA Sales 2020 Up-skill exam is an associate-level certification exam that covers the fundamental and core skills required for sales professionals working with SAP S/4 HANA projects. It verifies that candidates have a basic understanding and knowledge of business processes in sales. The purpose of the C\_TS462\_2020 Exam is to check the skills and knowledge of candidates related to SAP Certified Application Associate - SAP S/4HANA Sales 2020 Upskilling. This exam will help professionals to build their credibility and confidence. If you are looking for a credible platform for the preparation of your IT certification exams then VCEPrep is the right place for you. We provide valid and updated exam dumps in two easy formats, PDF files, and practice test software. These formats will enhance your preparation and will help you clear your exam with excellent marks. **SAP C\_TS462\_2020 exam dumps** are available in two different formats, PDF files and practice test software. If you pass the SAP C\_TS462\_2020 exam then it will be beneficial for you in many ways. You will get an edge over other candidates when applying for a job since employers look for professionals who have cleared this certification. In this article, you will be able to validate the required fundamental knowledge and proven skills in the area of SAP C\_TS462\_2020. This certification proves that the candidate has an overall understanding and Depth technical skills to participate as a member of a project team in an SAP and non-SAP environment. Guarantee for actual exam questions and correct answers material updates for

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