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SAP Certified Application Associate-SAP S/4HANA Sales 1909

SAP C_TS462_1909

Version Demo

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QUESTION NO: 1

What activities are supported by the Sales Order Fulfillment Monitor? There are 3 correct answers to this question.

A. Recheck credit

B. Complete warehouse orders

C. Resolve shipping issues

D. Change KPI data for sales

E. Resolve incomplete data

ANSWER: A C E

QUESTION NO: 2

You need to ensure that an incomplete sales document CANNOT be saved. What must you do?

A. Select the Dialog Message for Incompletion flag in the respective sales document type.

B. Assign an incompleteness procedure to the respective item categories of the document.

C. Assign an incompleteness procedure to the respective schedule line categories of the document.

D. Select the Dialog Message for Incompletion flag in the respective schedule line categories.

ANSWER: A

QUESTION NO: 3

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

A. Picking

B. Transportation planning

C. Packing

D. Posting the goods issue

ANSWER: D

QUESTION NO: 4

What can you do in the Sales Order Fulfillment Monitor? There are 2 correct answers to this question.

A. Start automatic pricing update for all sales orders

B. Monitor sales orders in critical stages

C. Execute order-related billing

D. Check and edit the payment terms on header and/or item leve

ANSWER: B C

QUESTION NO: 5

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

A. The contents of a chat thread are chronological and traceable.

B. Each chat must have at least one participant.

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

D. Each chat is automatically linked to the SAP Fiori screen on which it was created.

ANSWER: A D

QUESTION NO: 6

What type of framework is SAP Smart Business? Please choose the correct answer.

A. Hybrid framework

B. Open framework

C. Closed framework

D. Transactional framework

ANSWER: B

QUESTION NO: 7

You review the standard behaviour of sales document items. Which of the following sales document items is marked as completely referenced, even if it is only partially referenced?

A. A sales order item referenced by a delivery

B. A quotation item referenced by a sales order

C. An inquiry item referenced by a quotation

D. A contract item referenced by a sales order

ANSWER: C

QUESTION NO: 8

To which combination of organizational units do you assign a warehouse number?

A. Plant and material staging area

B. Plant and storage type

C. Plant and storage section

D. Plant and storage location

ANSWER: D

QUESTION NO: 9

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

A. Packing seasonal

B. Packing allowed

C. Packing automatic

D. Packing not allowed

E. Packing mandatory

ANSWER: B D E

QUESTION NO: 10

What are the consequences of posting goods issue? Note: There are 3 correct answers to this question.

A. The quantity in inventory management is updated.

B. Delivery requirements in material planning are updated.

C. A material document is posted.

D. The warehouse task status is set to complete.

E. A debit is posted to the customer account.

ANSWER: A B C