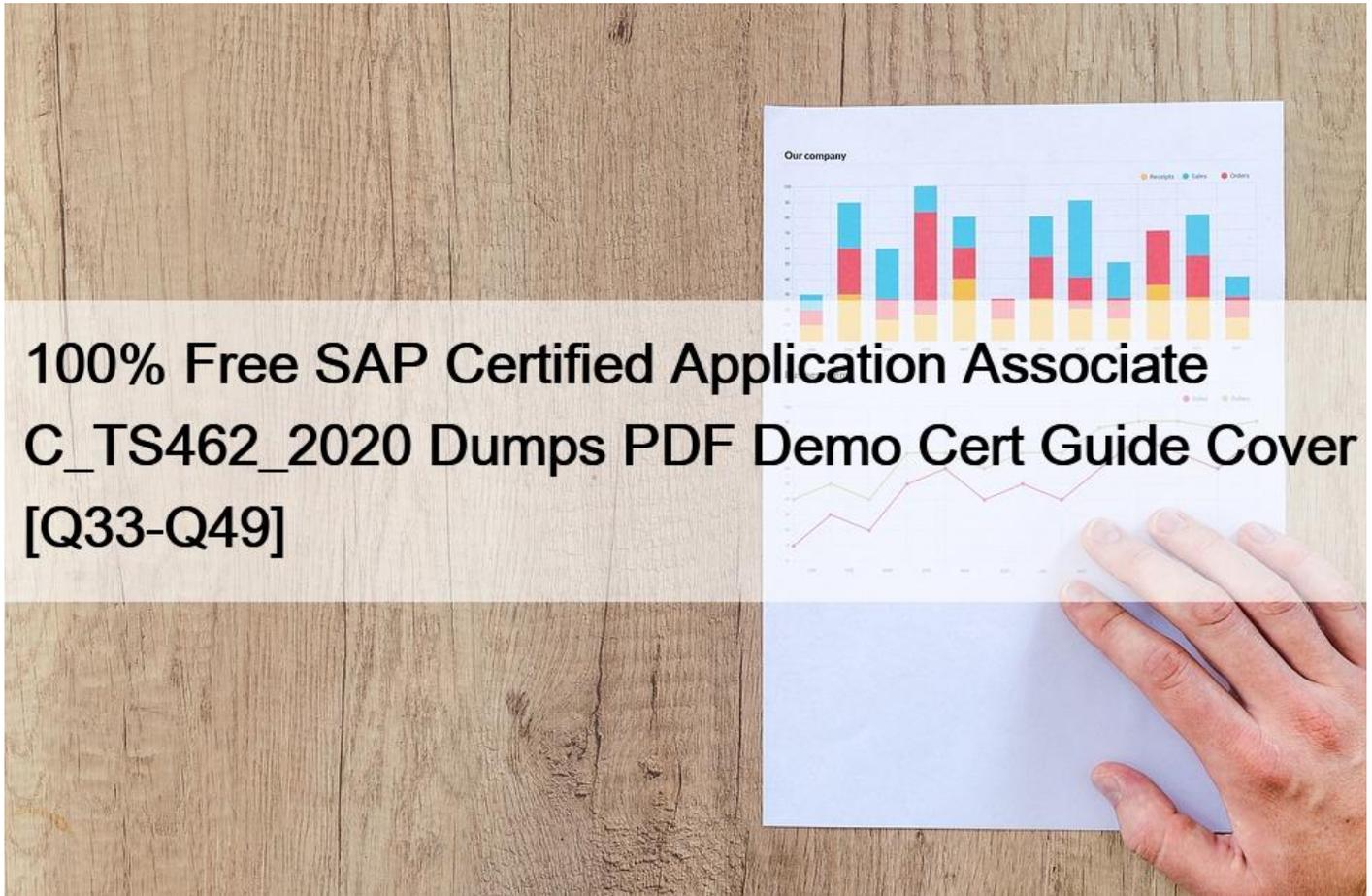


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PDF Exam Material 2023 Realistic C_TS462_2020 Dumps Questions

What format is the SAP C_TS462_2020 exam?

Languages: German, English, Spanish, French, Japanese, Russian, Chinese
The passing score: 63%
Time Duration: 180 mins
Number of Questions: 80 questions

QUESTION 33

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

- * Quantity contract
- * General value contract
- * Scheduling agreement
- * Material-related value contract

QUESTION 34

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.

- * Requirement routine
- * Referencing text
- * Transfer routine
- * Copying text

QUESTION 35

What can sales representatives do using SAP Smart Business tools? There are 3 correct answers to this question.

- * Edit the payment terms in a sales order
- * Obtain a graphical overview of sales documents and their status
- * Request creation of new business partner master data
- * Allocate a sales order to a different sales area
- * Resolve issues with sales orders blocked for delivery or billing

QUESTION 36

Which field from the material master is used in route determination?

- * Delivering plant
- * Item category group
- * Transportation group
- * Loading group

QUESTION 37

Which of the following are capabilities of multidimensional reporting in SAP S/4HANA embedded analytics?

There are 3 correct answers to this question.

- * Sort
- * Scheduling
- * Filters
- * Drilldown
- * Forecast

QUESTION 38

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 39

When performing backorder processing, which confirmation strategies can you select? Note: There are 3 correct Answers to this question.

- * Drop
- * Obtain
- * Fill
- * Redistribute
- * Gain

QUESTION 40

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 41

Which technology is used to support SAP S/4HANA Embedded Analytics?

- * SAP Java stack
- * SAP HANA SDA (Smart Data Access)
- * Pool and cluster tables
- * CDS views (Core Data Services)

QUESTION 42

You want to set up a condition type so that it can only be entered manually in a sales order. What options do you have to achieve this? Note: There are 3 correct Answers to this question.

- * Set up the condition type as a group condition.
- * Set up the condition type without an access sequence.
- * Set the manual entries indicator in the condition type.
- * Set up the condition type as a header condition.
- * Set the manual indicator for the condition type in the pricing procedure.

QUESTION 43

Which parameters control the availability check? There are 2 correct answers to this question.

- * Loading group
- * Transportation group
- * Checking group
- * Schedule line category

QUESTION 44

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 45

What are characteristics of a shipping point? There are 3 correct answers to this question.

- * Shipping points are used to create warehouse order
- * Shipping points are assigned to a storage location
- * Loading group is used for shipping point determination
- * Shipping points are required for delivery processing
- * Shipping points are assigned to plants

QUESTION 46

You can settle a condition contract using which of the following settlement types? Note: There are 3 correct Answers to this question.

- * Periodic settlement
- * Invoice list settlement
- * Delta settlement
- * Partial settlement
- * Final settlement

QUESTION 47

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.

- * Customer exit
- * Enhancement point
- * Business transaction event (BTE)
- * Modification
- * SAP Best Practices

QUESTION 48

You want to automatically supply your customers with another material if the ordered material is not available. How would you do this?

- * Deactivate the material availability check and use material determination instead.
- * Create a material determination record with an appropriate substitution reason.
- * Create a material listing that includes both the ordered and substitution materials.
- * Ensure future replenishments of the ordered material are excluded from the material availability check.

QUESTION 49

You are configuring the organizational structure in your system. Which assignments are possible? Note:

There are 3 correct Answers to this question.

- * Assign a plant to multiple sales organizations/distribution channels.
- * Assign a shipping point to multiple plants.
- * Assign multiple distribution channels to one company code.

- * Assign multiple plants to one company code.
- * Assign multiple loading points to a plant.

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You should be familiar with programming languages like JavaScript and Java, XML, C++, VBScript, and HTML. Apart from this, you should know database queries, SQL commands, and Structured Query Language (SQL). Candidates should also have familiarity with relational database management systems (RDBMS) and data warehouse technology. Rule for refund policy if you fail the exam.

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SAP C_TS462_2020 exam is designed for professionals who want to pursue their careers in the SAP Certified Application Associate - SAP S/4HANA Sales 2020 Upskilling industry. The SAP Certified Application Associate - SAP S/4HANA Sales 2020 Upskilling exam proves that you have the fundamental knowledge and proven skills in the area of SAP C_TS462_2020. With this certification, you can demonstrate your mastery of a collection of skills that are in demand across a variety of industries and verticals. SAP C_TS462_2020 exam is a sought-after certification in many organizations. The C_TS462_2020 certification helps you to gain the skills and knowledge required to start a career in the IT sector. The C_TS462_2020 exam is an industry standard and is hugely popular. There are many other advantages that candidates get by preparing for this certification.

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