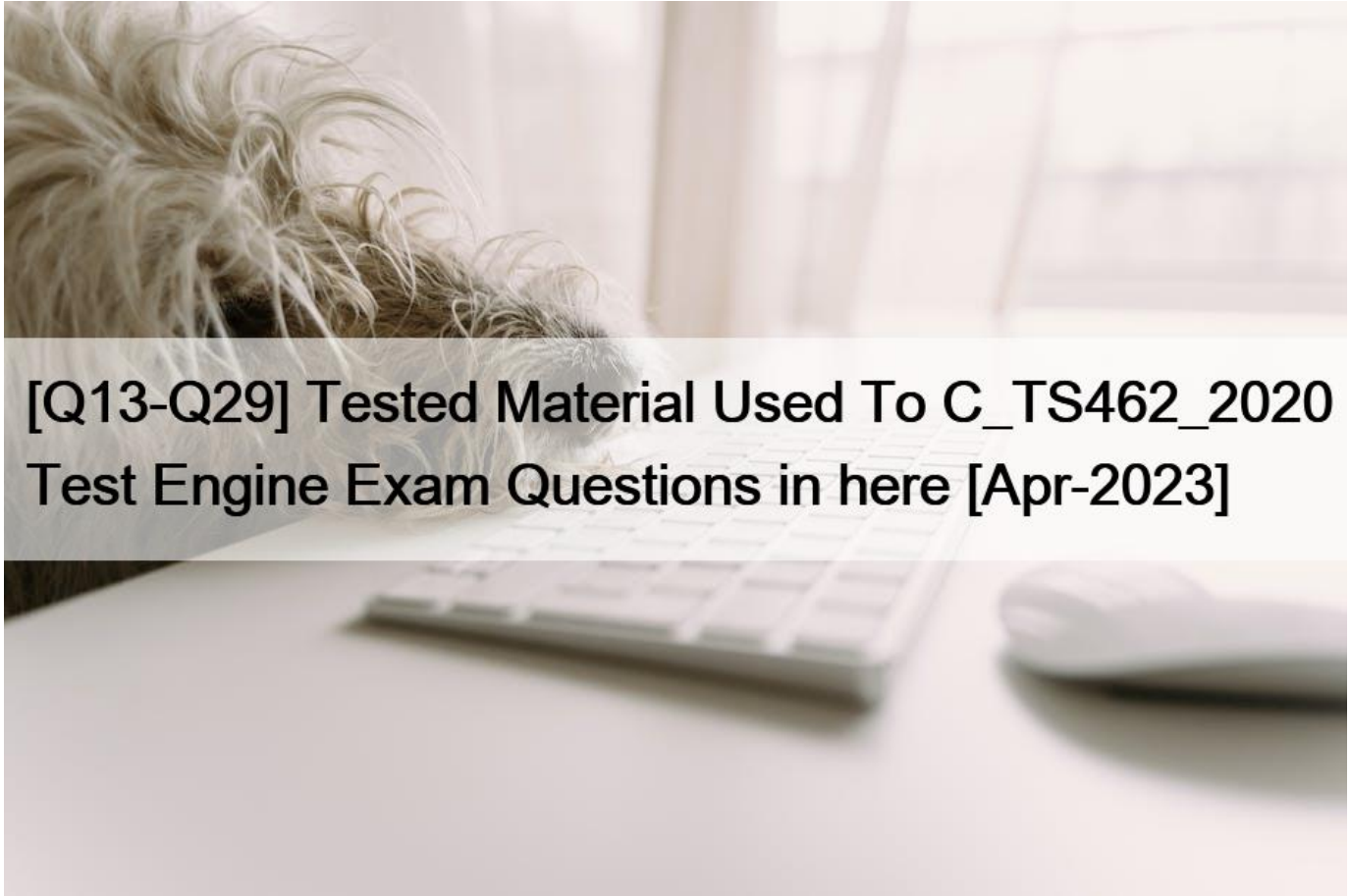


[Q13-Q29 Tested Material Used To C_TS462_2020 Test Engine Exam Questions in here [Apr-2023]



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The SAP C-TS462-2020 certification is a valuable credential for professionals seeking to advance their careers in sales and marketing. This certification demonstrates that individuals have the skills and knowledge needed to work with SAP S/4HANA Sales applications effectively. Furthermore, this certification can help professionals stand out in the job market and increase their earning potential.

To take the SAP C_TS462_2020 certification exam, candidates must have a basic understanding of SAP S/4HANA Sales and Sales Processes. They should also have experience in implementing and configuring SAP S/4HANA Sales. Candidates who pass the SAP C_TS462_2020 certification exam will be able to demonstrate their ability to configure and implement SAP S/4HANA Sales to meet specific business requirements. This certification exam is ideal for individuals who want to advance their careers in SAP S/4HANA Sales and become certified SAP Application Associates.

Q13. How is the link between SAP S/4HANA Sales and SAP S/4HANA Finance set up?

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

Q14. Which elements are assigned to field reference groups to influence the status of fields in the material master?

Note: There are 2 correct answers to this question.

- * Item category group
- * Sales organization
- * Plant
- * Industry sector

Q15. 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

Q16. InSAP S/4HANA, what does SAP Extended Warehouse Management (SAP EWM) determine during sales order fulfillment?

Please choose the correct answer.

- * The sequence of transport unit unloading
- * The stocked and suitable storage bins
- * The optimal utilization of container space
- * The applicable putaway strategy

Q17. In the outbound delivery document, which information can be found in the item only?

- * Status information
- * Plant
- * Texts
- * Picking information

Q18. Which of the following are outbound processes in SAP Extended Warehouse Management? There are 2 correct answers to this question.

- * Outbound planning (route, wave, bin)
- * Transportation processing
- * Kit-to-stock management
- * Picking optimization

Q19. When you create a sales order with reference to a quotation, you want to ensure the entire quotation is always included in the order. Where do you make this setting?

- * Customer master
- * Copying control
- * Sales organization
- * Sales order type

Q20. What can you identify in the customer material information record? There are 3 correct answers to this question.

- * The customer-specific price
- * A specific route schedule
- * The customer material number
- * A specific delivery agreement
- * A specific delivering plant

Q21. What could be the origin of a partner in a sales order? Note: There are 2 correct Answers to this question.

- * Preceding condition contract
- * Customer hierarchy
- * Business partner category
- * General value contract

Q22. 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

Q23. Which steps must be completed to implement a new SAP Fiori tile for a specific evaluation? There are 3 correct answers to this question.

- * Create the tile and assign it to the evaluation
- * Create the exception report in the background system
- * Define the required thresholds
- * Create the tile and assign it to the KPI
- * Create a new KPI

Q24. 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

Q25. How can you manage which materials can be released for a value contract? Note: There are 2 correct answers to this question.

- * You set up the dependent profitability segment for the value contract.
- * You assign a product hierarchy to the value contract.
- * You assign a life cycle profile in copying control.
- * You assign an assortment module to the value contract.

Q26. What does the account group control when you create a new customer role in the business partner master?

Please choose the correct answer.

- * Number range
- * Hidden fields
- * Partner determination procedure
- * Currency type

Q27. Which of the following describe the use of chats in SAP CoPilot? There are 2 correct answers to this question.

- * The contents of a chat thread are chronological and traceable.
- * Each chat must have at least one participant.
- * It is NOT possible to reset the linked screen and link the chat to another screen.

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

Q28. You investigate the standard behavior of the two sales document types Delivery Free of Charge (FD) and Subsequent Delivery Free of Charge (SD). What do you find out? Note: There are 2 correct Answers to this question.

- * Documents of both document types can use the same item category.
- * A Subsequent Delivery Free of Charge has to be created with reference to a preceding document.
- * In both cases, materials are priced and billed normally but the shipping is free of charge.
- * A Delivery Free of Charge is used to deliver material due to a complaint.

Q29. Which organizational elements are mandatory for the order-to-cash process? There are 2 correct answers to this question.

- * Business area
- * Warehouse number
- * Company code
- * Plant

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