



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

SAP C TS462 1909

Version Demo

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QUESTION NO: 1

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: 2

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: 3

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: 4

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: 5

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: 6

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 level

ANSWER: B C

QUESTION NO: 7

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: 8

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

QUESTION NO: 9

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: 10

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