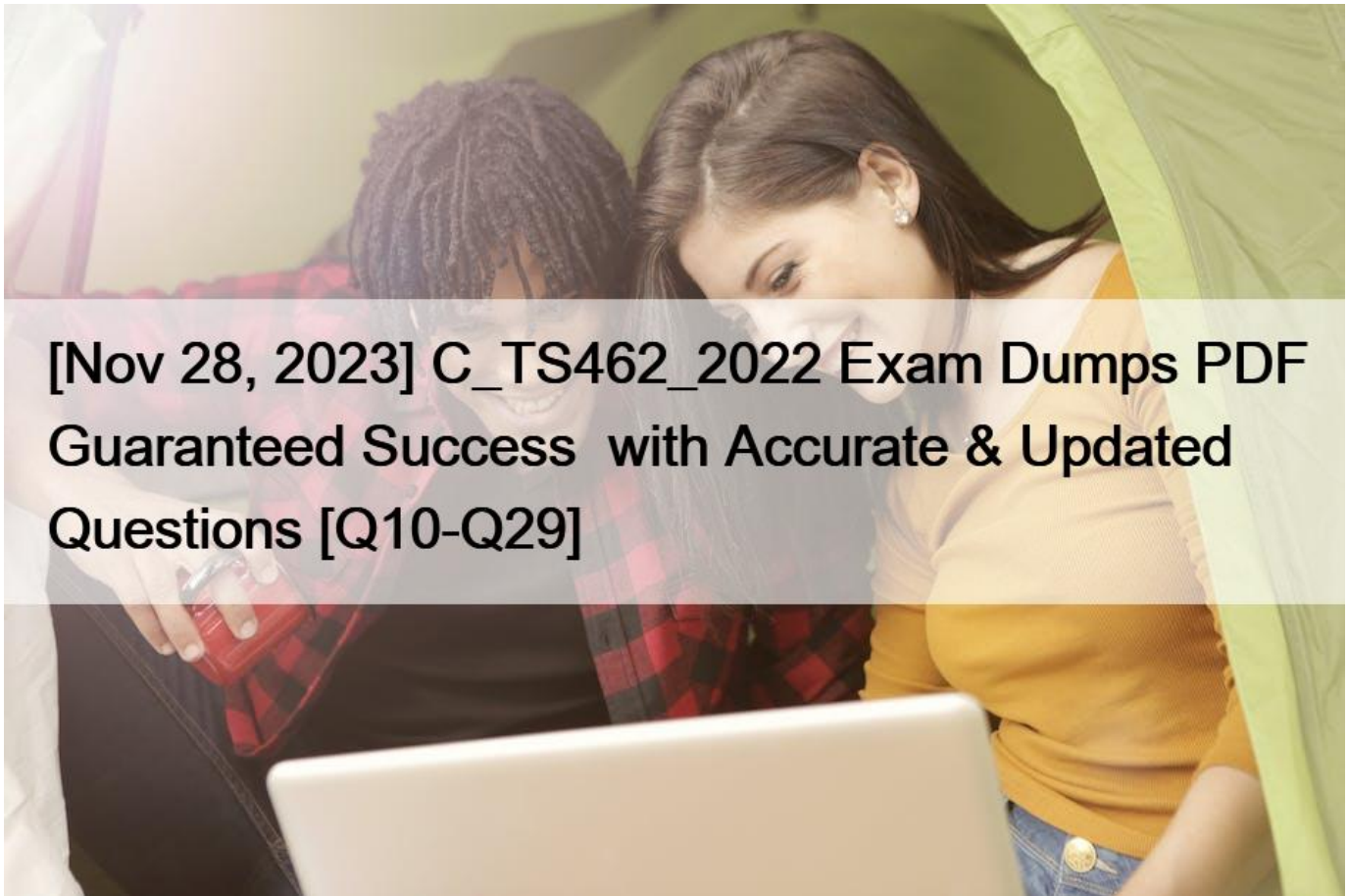


[Nov 28, 2023 C_TS462_2022 Exam Dumps PDF Guaranteed Success with Accurate & Updated Questions [Q10-Q29]



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Q10. What can you configure in a billing type? Note: There are 2 correct answers to this question.

- * Reference mandatory indicator
- * item number increment
- * Billing type for cancellation
- * Default delivery type for billing

Q11. Which of the following SAP S/4HANA Sales organizational unit assignments are mandatory? Note: There are 2 correct answers to this question.

- * Division to sales organization.
- * Plant to combination of sales organization and distribution channel.
- * sales office to sales area.
- * sales group to sales office.

Q12. 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.

- * SAP Best practices
- * Modifications
- * Customer exit
- * Enhancement Point
- * Business transaction event (BTE)

Q13. Which field from the material master is used in route determination in a sales order?

- * Loading group
- * Material freight group
- * Transportation group
- * Weight group

Q14. You want to determine the item category in a sales document, What do you need to consider? Note:

There are 2 correct answers to this question

- * The customer master data
- * The material master data
- * The higher level- item
- * The sales organization

Q15. Which of the following are characteristics of an invoice list process? Note: There are 2 correct answers to this question.

- * You must create an invoice list at specified time intervals or on specified dates,
- * You use preliminary billing documents for the invoice list creation,
- * You must send the payer a single invoice list instead of individual invoice,
- * You must set up a periodic billing plan for the invoice list creation.

Q16. Which channels are supported by SAP S/4HANA output management? Note: There are 3 correct answers to this question

- * Print
- * Fax
- * XML
- * ALE
- * Email

Q17. 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.

- * Incoterms
- * Material group
- * Ship to party
- * Delivery dates
- * Plant

Q18. What are some characteristics of the process flow in SAP S/4HANA? Note: There are 2 correct answers to this question

- * Color coding is used to indicate the status of a document,
- * The status of a document is predicted using Artificial intelligence (AI) algorithms,
- * The process flow supports direct navigation to applications that can be used to solve problems,
- * Issue solving is supported by a wizard based on machine learning (ML),

Q19. You want to be able to create and goods issue an outbound delivery for a stock material. What settings should you make? Note: There are 3 correct answers to this question,

- * Activate schedule lines allowed in the order item category
- * Set the schedule line category to be relevant for delivery.
- * Define the goods movement type in the schedule line category
- * Define the goods movement type in the delivery item category,
- * Set the order item category to be relevant for delivery,

Q20. What are the effects of posting the goods issue during a sales process? Note: There are 3 correct answers to this question.

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

Q21. How can you manage which materials can be released for a value contract? Note: There are 2 correct answers to this question.

- * Assign product hierarchy to value contract.
- * Assign an assortment module to the value contract
- * Assign a sales item proposal to the value contract
- * Set up the dependent profitability segment for the value contract

Q22. Texts are copied from a sold-to party to a sales order. Any later change to the sold-to party texts should not be visible in this order. Which object controls this behavior?

- * Text determination procedure
- * Access Sequence
- * Text ID
- * Text procedure assignment

Q23. Which type of SAP S/4HANA app delivers exception-based processing, combining analytics with follow-up actions to resolve issues?

- * Transactional apps
- * Factsheets
- * SAP Smart Business
- * SAP S/4 HANA embedded analytics

Q24. What could be the origin of a partner in a sales order? Note: There are 2 correct answers to this question.

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

Q25. What settings should you make to ensure precise scheduling is used when the system performs delivery scheduling? Note: There are 3 correct answers to this question,

- * Assign a set of working times to the shipping point
- * Assign a shift sequence to the working times,
- * Assign a set of working times to the plant
- * Maintain shifts defining the time for the starting and ending work,
- * Maintain the transit time in the route in hours and minutes,

Q26. You are using multiple address handling in a sales document. At which levels can you configure the address determination? Note: There are 2 correct answers to this question.

- * Partner determination procedure

- * Origin and source of the partner function
- * Address usage of the business partner
- * Generic partner function

Q27. How can you reduce the maintenance effort for customer master data? Note: There are 2 correct answers to this question.

- * Use the common master data concept
- * Use multi-address handling
- * Use customer-vendor integration.
- * Use business partner roles

Q28. You want to ensure that only complete sales documents can be saved How can you achieve this?

- * Set the No Change Possible flag in the partner determination procedure of the sold-to party,
- * Set dialogue message for incompleteness flag in the configuration for the relevant sales document types,
- * Activate the General option in status groups used in checks for sales document header fields,
- * Assign an incompleteness procedure to all schedule line categories used in sales.

Q29. How can you enable partial deliveries for a sales order, while making sure to get as few deliveries as possible?

- * In each order item, set Complete Delivery to required.
- * In the order header, set Order Combination to allowed.
- * In each order item, set partial deliveries to required.
- * In the order header, set the Complete Delivery indicator.

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